Board of Trade Journal

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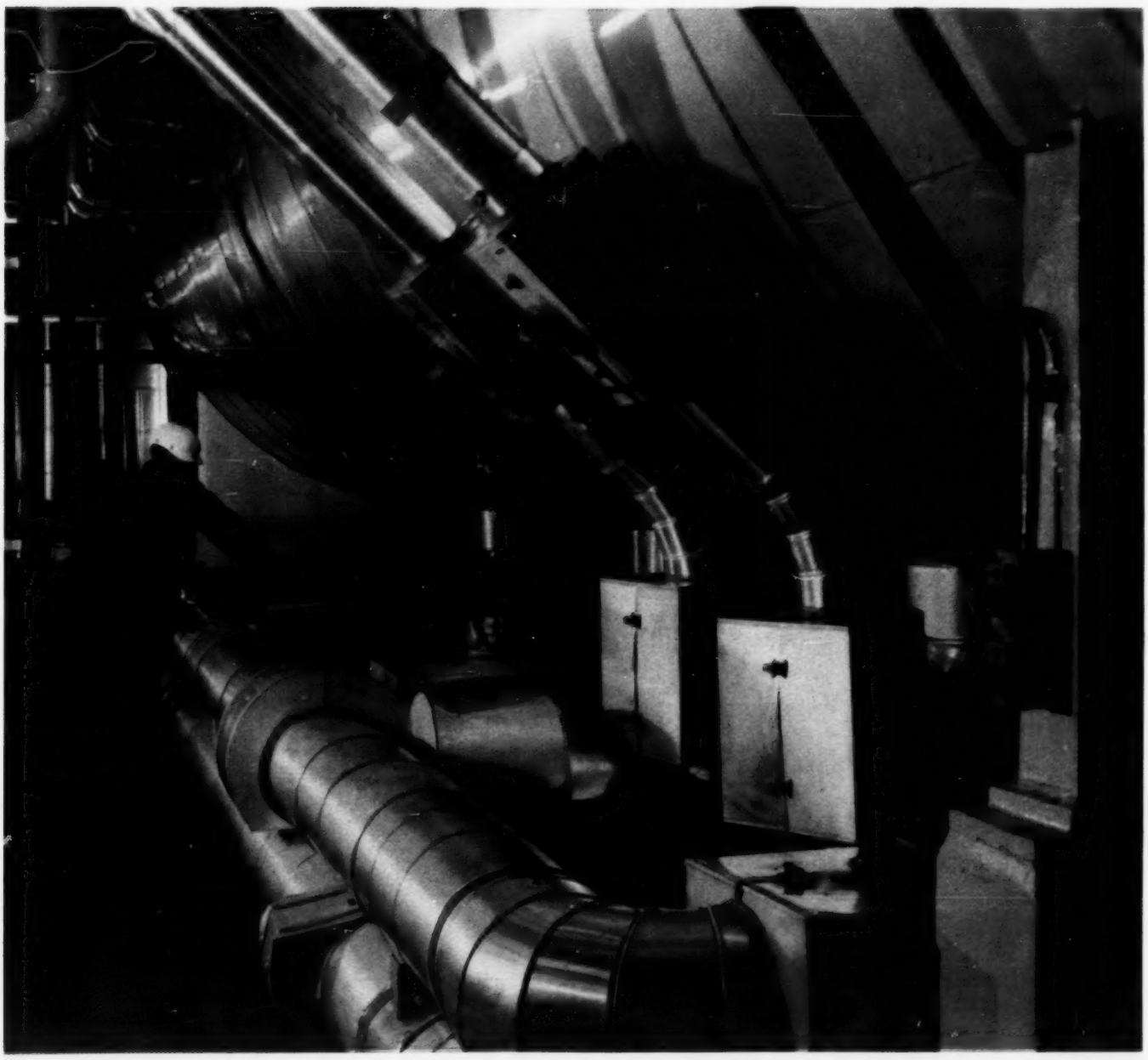

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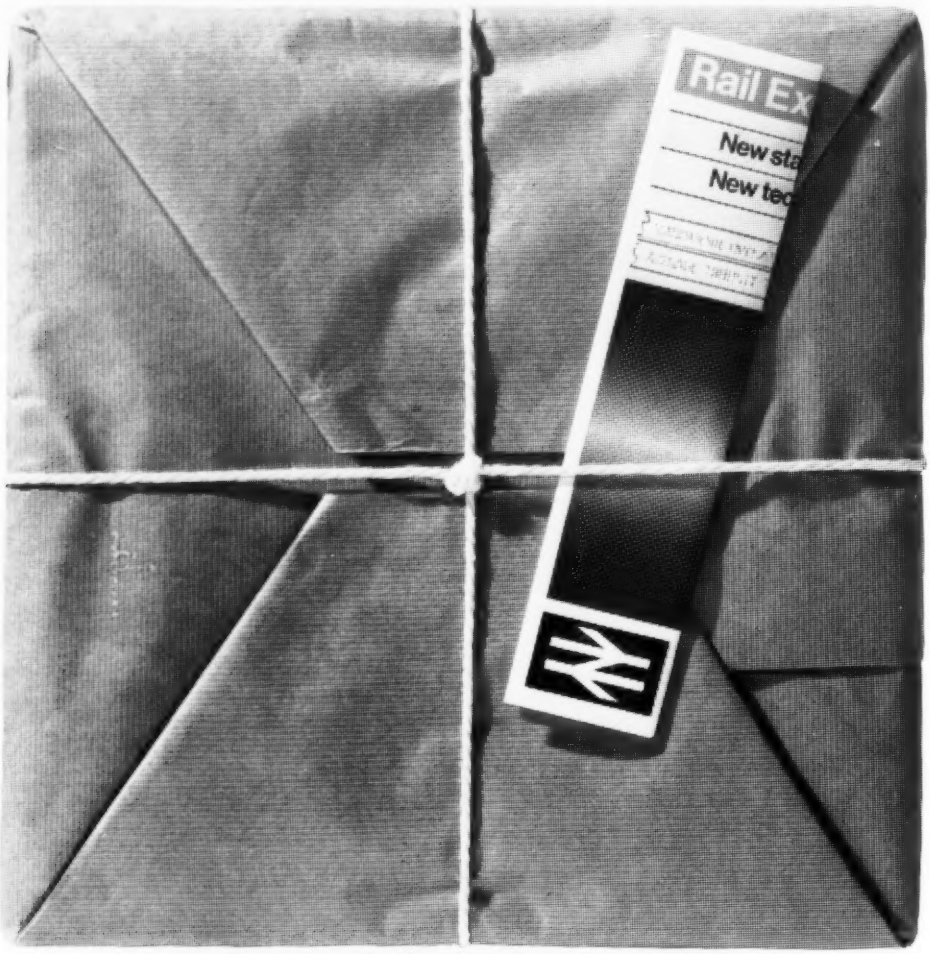

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Front cover photograph

PART of a 150-ton butter tank at the new Cadbury Schweppes factory in the Welsh Development Area at Chirk, Denbighshire. This new plant, costing over £4 million, will be officially opened on September 19. Cadbury's say that it will be the most modern cocoa bean processing factory anywhere in the world. It will supply partly-processed chocolate to other factories throughout the United Kingdom and will also take over the production of all Cadbury's cocoa-based drinks including large quantities of export. The labour force of around 200 will mainly be recruited locally and a large number of ex-miners have already been taken on. This picture is published by courtesy of Constructors John Brown Ltd., the main contractor in the design, suppiy and erection of Cadbury's new factory.

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A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

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Directory of Board of Trade departments and their work	29 Mar. 1969
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Half-yearly index – Jan.-June, 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotion	13 Aug. 1969

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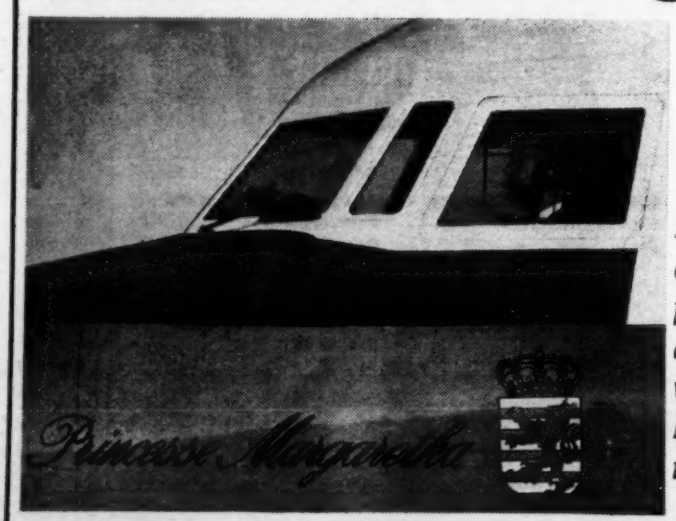

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TRADE OPPORTUNITIES IN EEC COUNTRIES (CONCLUDED)

The Grand Duchy of Luxembourg—a universal market in microcosm

—By the Commercial Department, British Embassy

Previous articles in this series have been: the markets for consumer goods and capital goods in the Federal Republic of Germany (February 28, March 14 and May 2); capital and consumer goods in the Netherlands (June 18 and June 25); capital and consumer goods in France (July 9 and July 16); capital and consumer goods in Belgium (August 6 and August 13) and capital and consumer goods in Italy (August 20 and August 27).

THE GRAND DUCHY of Luxembourg is roughly the same shape and size as Derbyshire, and has a population of 350,000. It has, however, an economic and political significance far greater than its size and population suggest. It lies at the heart of Western Europe, where French and German cultures meet; everyone speaks French and German and most speak English. It has excellent communications, and, most significant to the exporter, enjoys a very high standard of living. Luxembourgers are strongly pro-British, largely as a result of the history of the two World Wars, and British products are much admired. The fund of good-will which exists is not, however, put to best advantage by British exporters and investors.

The setting

Luxembourg is politically stable and economically viable and buoyant; labour problems are virtually unknown. There is a market for everything from the heaviest capital goods down to the most ephemeral consumer goods; 80 per cent of requirements (other than foodstuffs) are imported.

The basis of Luxembourg prosperity is the iron and steel industry, with an annual output of some 5 million metric tons. In spite of the diversification of industry during the past eight years, which has resulted in a wide range of medium industries, Luxembourg is still essentially a country of small, frequently family owned, business ventures. Agriculture remains sound; efforts are being made to increase the size of farm holdings and small farmers are finding alternative jobs in industry. The quality of wines, produced by an expanding viticulture industry, is steadily improving. There is a flourishing tourist industry; visitors come for the places of historical interest, camping sites and excellent cuisine. The number of visitors last year was greater than the total population of the country. Apart from the sale of tourist and camping goods, this makes the Grand Duchy a useful 'shop-window' for goods of all sorts. The Luxembourg capital market is sustained by a cross-flow of foreign capital and has taken on an international character.

1968 was a good year for the Luxembourg economy. Official estimates indicate that real GNP was 4.5 per cent higher than in 1967 and a comparable increase is forecast for 1969. The national income per head of population has grown rapidly in recent years and stands at £925 per year compared with £502 in 1965. More than half the total number of householders own the house or flat in which they live. Radios, cars, telephones and television sets are owned by every second, fourth, fifth and sixth Luxembourger respectively.

The snags

The Luxembourg merchant is conservative and still thinks Britain is a very long way away. He is surprised to learn that it is as quick to get to London by air as to Düsseldorf. In one sense however he is right. If he wishes to replenish his stock of, say, twist drills he can telephone direct to a factory in Germany and get quite a small consignment by rail in a few days. To import from Britain on the other hand he has to go through a chain of agents or distributors and does not feel the same close relationship with the source. This is due partly to British methods of distribution and partly to the fact that the Luxembourg market is too small to allow heavy stocks to be carried by local merchants or agents. As, however, main distributors have to take their profits (and a transfer tax may also be involved) the goods are often costly by the time they arrive. In many lines however, British goods, if energetically presented can, and do, compete. The scope of British production is still not nearly well enough known here.

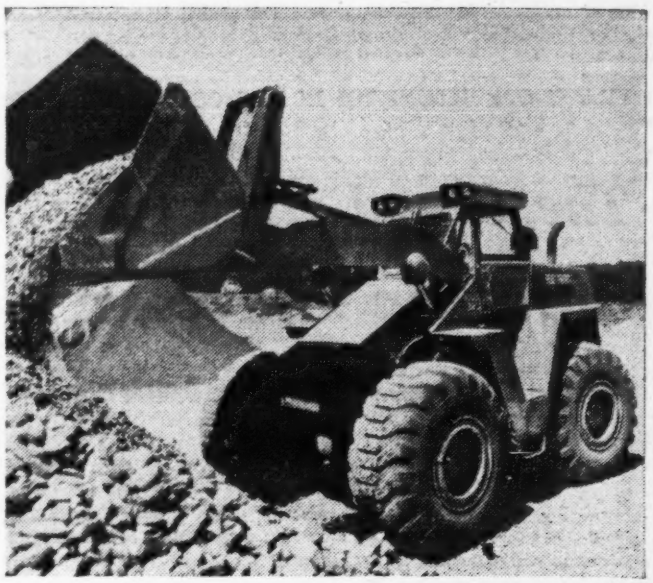
Consumer goods

Luxembourg is still a market-place of small, specialist retailers. According to a licencing law of 1932 (last revised in 1962), 'department stores' as we know them cannot now be authorized, although retailers who were carrying several ranges of goods before 1932 are allowed, for their lifetime, to continue to carry those ranges. There are several wholesalers in foodstuffs, but wholesalers in, for example, electrical appliances, furniture and textiles, are almost non-existent. Most retailers obtain their supplies either from a Belgian wholesaler or direct from French or German manufacturers. Many of the larger local retailers would prefer to import direct but complain that British manufacturers either underestimate their importance or will supply only in quantities so large that they bear no relationship to the local market. There appears to be a real need, and opportunity, for a British import house, prepared to carry a wide range of products, to set up in Luxembourg, perhaps in partnership with a local firm.

Local importers are not much inclined to adopt new lines and take risks. They are generally prepared to buy only brands well-known to the public. Foreign firms launching new items in Luxembourg do so with intense advertising and store demonstration. A striking recent example was the Swiss maker of men's and women's underwear who sold as much as the total of all other brands on

(Continued on next page)

A display of suitings by Dormeuil Ltd., London, on display in a Luxembourg shop window.



Earthmoving equipment at work in Luxembourg, supplied by Michigan (GB) Ltd., Camberley, Surrey.

LUXEMBOURG, *continued*

offer in stores here, due to extensive promotional support; in particular eye-catching showcases supplied free of charge. German firms have had similar successes with women's stockings and foodstuffs.

If we do not compete in these methods, we are unlikely to increase our future sales of consumer goods; but, marketed in the right way, there are good opportunities for selling British spirits, ready-made clothing for men and women (including maternity garments), lawn-mowers and other gardening tools, fertilizers, office equipment, toys, carpets, woollens, textiles, fabrics, and confectionery. We believe that these opportunities could lead to rewarding results, particularly for the medium scale and smaller exporter.

Passenger cars find a ready market (as do car accessories) in spite of the usual and well-known complaints about service and spare parts. Distributors tell us that they can sell all and more than they can get. 1968 sales were 47 per cent up on 1967.

The annual Luxembourg International Fair is the most important commercial event in the Grand Duchy, well attended by the public and local retailers. Most Western countries are represented and the Fair could prove to be the initial opportunity a British exporter is seeking.

Capital goods

No major capital goods are produced locally. Most come from Germany and Belgium; Belgian agents hold the most important European and overseas agencies in this field. The Luxembourg dealer is generally sub-agent of a Belgian distributor.

The extraction of fairly low grade iron ore forms the background to Luxembourg heavy industry; some ore is also imported. Thereafter steel accounts for over 50 per cent in value of total industrial production. The iron and steel industry has strong links with Germany (including branches in the Federal Republic). The two major producers are, Aciéries Réunies de Burbach-Eich-Dudelange (ARBED) and Minière et Métallurgique de Rodange (MMR). The industry shows a marked interest in British plant and equipment providing it is offered at competitive prices.

The other leading industries are: rubber (Goodyear), chemical and associated industries (Monsanto and Du Pont), building, metal manufacture, distribution of energy, dairy products, non-metallic mineral products, various food products and tobacco, brewing, wine, flour milling, textiles and clothing, timber.

Opportunities in the building industry are increasing, but British contractors are unlikely to be successful unless they operate in conjunction with a Luxembourg enterprise.

There are a number of well known makes of earth moving and agricultural equipment used in Luxembourg but they all reach the local market through main Belgian distributors who also take care of after-sales service. A Luxembourg importer of capital goods from Britain could only exist if he had the franchise for an area larger than Luxembourg itself, for example, part of France, Alsace-Lorraine, or Germany, the Saar; or Southern Belgium. These areas are generally covered by main distributors established in the capitals of those countries mentioned, but it is worth considering whether a system based on regional, not national, boundaries may not be more effective in future.

The Luxembourg steel industry, like others, felt the effects of international over-production although it has made up some lost ground in recent months. The recession was sufficient to warn the Luxembourg Government of the insecurity of total dependence on a single line of industry. Furthermore, rationalization and modernization has made possible a reduction in the intake of new labour. Rationalization in agriculture also may throw some more labour on to the market. Although the scale of the problem is small there is therefore a possibility of unemployment in years to come. For all these reasons the Luxembourg Government is making very great efforts to encourage diversification of the economy – both diversification of types of industry and diversification in the location of industry away from the mining south-west to the agricultural north and east. Foreign investment is eagerly sought and striking advantages are offered to enterprises from overseas.

A Board of Economic Development presided over by Prince Charles of Luxembourg coordinates the efforts to attract foreign investment and the Ministry of National Economy is the central authority dealing with all negotiations, information, interviews and surveys.

To sum up: the Grand Duchy of Luxembourg provides opportunities both for capital and consumer goods more numerous and more varied than at first blush might appear. Good promotion and competitive prices are the clues to success. The Commercial Department of the Embassy would be happy to help any British exporters visiting the market.

Prime Minister announces 'fundamental changes in industrial statistics'

'THE WORK of making official statistics speedier, more reliable and more comprehensive has been given authoritative backing by the creation of a standing Ministerial Committee, chaired by Mr. Edmund Dell, Minister of State, and the Board of Trade,' announced Mr. Harold Wilson, the Prime Minister, in a speech to the International Statistical Institute on September 10. The Prime Minister also announced that there would be 'a fundamental change from the traditional system of industrial statistics. We have at present,' he said, 'a mixture of short period inquiries differing from industry to industry, from the very good to the non-existent. Some of these inquiries are sponsored privately, some by Government, others jointly, and they are rarely wholly compatible, either with each other, or with the Census of Production which has been held by the Board of Trade at approximately five-yearly intervals since 1907 and is, as in most other countries, the main source of industry statistics.'

'We are about to replace this time-honoured but increasingly inadequate system,' continued the Prime Minister, 'with a more comprehensive scheme of quarterly reporting of production which will be supplemented by annual inquiries into such matters as purchases, fixed capital formation and stockbuilding, thus creating what amounts to an annual Census of Production, with a strong quarterly element; and where there is need for them, monthly inquiries will also be included in the system. One important result of this will be a much improved Index of Industrial Production.

'We have set up – as part of the Board of Trade but closely linked with the Central Statistical Office – a new Business Statistics Office which has the task of integrating the various streams of industrial statistics into the new system. The structure of this new system has evolved through discussions between Government statisticians and representatives of industry and also through the evidence given to the Estimates Committee.

'Under the new arrangements the Government Statistical Service and industry are working more and more as partners. Each industrial sector is being fully consulted about the form the new inquiry should take to ensure that the statistics will be of the greatest possible use while being obtained at the least possible cost and inconvenience to industry and commerce as well as to the Government. The development of this service to users outside the Government is now one of our greatest priorities.

'The new system of industrial statistics will get the best of both centralization and decentralization. We shall achieve in the Business Statistics Office a centralized collection, storage and retrieval of data. But at the same time the analysis and interpretation of that data will be in the hands of statisticians in the various policy departments.'

Earlier the Prime Minister had said that Government statisticians in this country were deployed throughout virtually all departments and this had the advantage of enabling them to play their full part in the process of policy formulation, but at the same time they constituted unified statistical service working together as a corps with a professional identity under the leadership of Professor Claus Moser. The growth in the number of Government statisticians would continue but it would most certainly be accompanied by a greater statistical knowledge and understanding among those in the Government Service who were not professional statisticians.

Referring to the Fulton Report, the Prime Minister said: 'Indeed I am modestly glad that Lord Fulton's historic report embodied a thought I had frequently expressed when thinking about reorganization of the Government machine, that literacy is no longer enough, that everyone concerned in the administrative process, whether in central Government, local Government or industry, needs to be numerate as well.'

The major reforms now proceeding in the Civil Service, post-Fulton, not only provided great opportunities for statisticians; it laid on them the responsibility of ensuring that the training in statistics of managers and administrators was right and soundly used. 'Within Government departments we can be confident that the advice of statisticians will be sought more often by administrators and that statisticians themselves will become to an even greater extent members of policy teams,' said Mr. Wilson. 'For increasingly in Government, as in industry, statistical advice is indispensable for the decisions which have to be taken. And in our reforms the ending of past demarcations, the equality of opportunity enabling each to get to the top administrative jobs, means that we do not think of statisticians just as back room boys; if some of their work has to be in the back room, we still want them to have the same chance to use the front door as everyone else.'

Speaking of the work of speeding the provision of early and accurate information, the Prime Minister said: 'We are now using these techniques in this country to calculate the series of preliminary estimates of consumers' expenditure which we have recently started to publish. And we have found that we can issue worthwhile preliminary estimates one month after the end of the quarter, instead of waiting until the end of the following quarter for more comprehensive information. Altogether to improve the *speed* of statistics is now one of our top priorities in Government statistics.

'Perhaps the most significant and well-known line of attack today in improving the statistical information for decision taking is through the growing use of computers. . . . With processing powers 100 or even 1,000 times greater than those in use only a few years ago computers enable us much more readily to process, store and disseminate information. Moreover, the modern computer systems also enable us to make further analysis of the data that has been stored in the form of data banks which you have discussed at one of your meetings. Unlike financial banks these are as yet incapable of issuing overdrafts, but I am sure that, armed with your latest techniques, nothing is beyond you.'

Lord Stokes, together with members of National Bus Co. Ltd. and British Leyland management concerned with the Leyland National project inspected the site of their factory at Distington on September 3, at the invitation of Sir Frank Schon, president of the Cumberland Development Council. The Distington plant is due to be operative in mid-1971 and will have an initial production capacity of 2,000 buses per year. The photograph shows, left to right: Mr. R. W. Steen, land agent of Cumberland County Council; Sir Frank Schon, president of the Cumberland Development Council; Lord Stokes, chairman and managing director British Leyland Motor Corporation; Mr. M. Smith, general manager Leyland National; Mr. A. N. Todd, chairman of the National Bus Co. Ltd.; Mr. R. Ellis, managing director of British Leyland Truck and Bus Division and chairman of Leyland National Co. Ltd.

Companies Registration Office (London)—charges for postal inquiries

THE REGISTRAR of Companies is required to produce for inspection by an inquirer in person, on payment of a fee, the documents which he keeps relating to companies or to registered business names. He also accepts inquiries by post for information obtainable from these documents provided that it is factual information which can be readily identified and abstracted. In view of the recent substantial increase in the number of requests for such information by post the arrangements described below will apply to all requests which arrive at Companies House on or after October 1, 1969.

Companies

A minimum fee of 10s. per company name involved will be charged. A remittance for this amount, in the form of a cheque, postal order or cash (but not stamps), must accompany the request and no work will be undertaken until this fee is received.

If the cost of providing the required information is in excess of 10s. the inquirer will be quoted a specific charge and asked to forward the balance, which must be received before any further work is undertaken.

The charges quoted will, where applicable, include any statutory fee for the provision of certificates.

Registered business names

Similar arrangements will apply to postal inquiries about registered business names except that, in view of the more limited nature of the information available, a standard charge of 5s. per business name involved will apply.

As priority must be given to persons who wish to inspect documents in person, there may be delay in providing information by post. Persons within reasonable visiting distance of Companies House will obtain the information they require more speedily by visiting Companies House in person to inspect documents than by writing for it to be sent to them by post.

The Registrar cannot undertake extensive searches, or make analyses, or answer inquiries about companies or firms which are not specified. Where work of this kind is necessary, the information required should be obtained by inspection of documents by the inquirer in person or by a professional agent acting on his behalf.

Nothing in this notice relates to inquiries about the availability of a name by which it is proposed that a company or firm should be registered. These inquiries will be answered by the Registrar, as hitherto, without charge.

Notes:

The charges made up to now for information sent in answer to postal inquiries have been nominal. The new charges are based on a recent determination of the costs of answering inquiries and are intended to cover those costs.

Anglo-Brazilian trade: Mrs. Dunwoody opens Brazilian Trade Centre

AT THE OFFICIAL opening of the Brazilian Trade Centre at 15, Berkeley Street, London, W.1, on September 11, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said she was 'delighted that Britain should have been chosen as the first country in which to establish such a centre'. As with the highly successful British Industrial Exhibition held last March in Sao Paulo, this trade centre was one more positive indication of a vigorously expanding trade between our two countries.

Mrs. Dunwoody pointed out that last year British exports to Brazil were worth £44½ million, while our imports from Brazil were valued at nearly £38 million. The visible trade between the two countries thus amounted to some £82½ million, which compared with some £46 million in 1967 – an increase of no less than 79 per cent. This year the figures were even higher.

'Although my main interest is in encouraging and promoting British exports,' continued Mrs. Dunwoody, 'I am very well aware that trade is a two-way business and that on this occasion we are principally concerned with your efforts to increase traditional Brazilian exports to Britain as well as to introduce new products to this market. This indeed will be the function of the Trade Centre which with its exhibitions and facilities for enabling Brazilian sellers and British buyers to meet, seems to be an admirable way of setting about the task.'

The year 1968 had been remarkable for our exports to Brazil. They had increased by no less than 124 per cent. This year they had again increased, but our imports from Brazil had increased even faster. 'So far this year,' said Mrs. Dunwoody, 'our imports from Brazil have been quite substantially ahead of our exports. So I hope our Brazilian friends will go on buying from us – they need not be afraid that they purchased so much from us last year that they should go slow now!'

Fourth BoT Annual Report on Control of Office Act

THE BOARD OF TRADE's fourth Annual Report on the performance of their functions under Part 1 of the Control of Office and Industrial Development Act 1965 was published on September 10. The Report sets out the number of permits issued during the year to March 31, 1969, together with the gross area permitted and the amount of office floor space to be demolished or changed from office use as a result of these permits. It also gives the number of permits refused, with the gross areas involved. The figures of permits issued and refused during the year to March 31, 1968, are shown for the purpose of comparison. A table is also included of the areas covered by permits issued in Greater London for amounts in excess of 150,000 square feet in each of the three years ended March 31, 1967, March 31, 1968 and March 31, 1969; the increase in the proportion of the total area permitted which is accounted for by these larger developments is largely responsible for the rise in the aggregate amount of space which was sanctioned during the year under review.

Copies of the Control of Office and Industrial Development Act Annual Report 1969 are available from HMSO, 49 High Holborn, London, W.C.1 and branches, price 1s. 9d. Copies by post can be obtained from HMSO, PO Box 569, London, S.E.1, price 2s. 1d.

Pergamon Press Limited — appointment of inspectors

ON September 9 the Board of Trade appointed Mr. R. O. C. Stable, QC, and Mr. R. G. Leach, chartered accountant, to act as inspectors to investigate the affairs of the Pergamon Press Ltd. This appointment was made under the powers conferred by Section 165 (b) of the Companies Act 1948 as amended. In particular the inspectors will report whether or not, in their opinion, the members of this company have been given all the information which they might reasonably expect with regard to (a) the company's interest in and relation to International Learning Systems Corporation Ltd. and (b) the company's transactions with Maxwell Scientific International Inc.

International Learning Systems Corporation Limited — appointment of inspectors

ON September 9 the Board of Trade appointed Mr. R. O. C. Stable, QC, and Mr. R. G. Leach, chartered accountant, to act as inspectors to investigate the affairs of the International Learning Systems Corporation Ltd. This appointment was made under the powers conferred by Section 165 (b) of the Companies Act 1948 as amended.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 1.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.27	Lead monoxide containing not more than 0·001 per cent of total copper calculated as Cu, and of which not more than 0·05 per cent by weight is retained by a sieve having a nominal width of aperture of 45 microns	SP Fume Litharge	December 31, 1969	13308
29.04	3, 6-Dimethyloctan-3-ol	Dimethyl octanol	December 31, 1969	13324
29.31	*S*-Carboxymethylcysteine	S-Carboxy methyl cysteine	December 31, 1969	13328
29·36	Sulphanilamide	As in previous column	December 31, 1969	13322
29.38	Calciferol	As in previous column	December 31, 1969	13326
29.44	Cephalexin	Cephalexin monohydrate	December 31, 1969	13321

Annual review of temporary exemptions from import duty

THE BOARD OF TRADE are now reviewing all temporary exemptions from import duty (mainly chemicals) that are due to expire at the beginning of January 1, 1970.

Interested parties are particularly reminded that requests for the termination of temporary exemptions should reach the Tariff Division of the Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than October 1, 1969.

Full details of the annual review were given in the *Board of Trade Journal* dated August 20 (page 490).

Director of Mintech's CAD centre appointed

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, has appointed Mr. A. I. Llewelyn director of the Ministry's Computer Aided Design Centre, Cambridge, with effect from September 8.

The centre, which began operating earlier this year, aims to develop and pioneer the application of Computer Aided Design techniques in industry in co-operation with Cambridge University, and prove their economic feasibility.

Scope of Man-made Fibres Producing Industry Training Board redefined

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, laid before Parliament on September 1 an Order (S.I. 1969 No. 1210 – HMSO 1s. net) under the Industrial Training Act 1964 redefining the activities in relation to which the Man-made Fibres Industry Training Board exercises its functions. The Order came into operation on September 8.

The principal amendment brings within scope of the Board the production of regenerated or modified cellulose and its processing into film or sheets by an employer engaged in the production of man-made fibres. Other amendments are proposed to clarify the Order.

Industrial training levies approved

MRS. BARBARA CASTLE, Secretary of State for Employment and Productivity, has approved proposals for levies submitted by the Industry Training Boards for three industries. Orders made by Mrs. Castle were laid before Parliament on September 10 and came into operation on September 12. They are for the gas industry (S.I. 1969, No. 1234, HMSO or through any bookseller, price 9d.; the rubber and plastics industry (S.I. 1969, No. 1235, HMSO, price 1s.); and the distributive industry (S.I. 1969, No. 1240, price 1s.).

The proposals submitted by the Gas Industry Training Board are for a levy on employers within the scope of the Board equal to 1.62 per cent of their payroll in the year ended March 31, 1969.

The Rubber and Plastics Processing Industry Training Board has submitted proposals for a levy on employers within the scope of the Board equal to 0.75 per cent of their payroll in the year ended April 5, 1969. Employers with fewer than 10 employees are to be excluded from the levy.

The levy proposed by the Distributive Industry Training Board is equal to 0.5 per cent of employers' payrolls in the year ended April 5, 1969. Employers whose total payroll is less than £5,000 are to be excluded, and the payroll of leviable employers is to be reduced by £2,500 before assessment.

Provision is made for employers to appeal to independent tribunals against assessment,

Annual reports of Industry Training Boards

Cotton and Allied Textiles

THE SUCCESS of the Cotton and Allied Textiles Industry Training Board in interesting top management in training personnel at all job levels is commented on in the annual report published on September 4.

It says: 'The Board has made every effort to ensure the involvement of top-level management in the philosophy of training and a considerable measure of success has been achieved on this important principle. At the same time it has demonstrated its concern and interest at all occupational levels and grants have been available accordingly.'

Nearly three times as many new training instructors qualified during the year as were in place when the Board was set up in 1966, while the number of new training officers was 20 per cent more than in 1966. There was a good response to the course for the training executive. A residential conference for training officers was organized in January.

Civil Air Transport Industry

The success of the scheme to help former apprentices of British Eagle and the introduction of training grants, new not only to the Civil Air Transport Industry Training Board but also to the national training scene, are two of the items included in the annual report, published on September 4. By undertaking responsibility for continuing the training of the British Eagle apprentices, the Board demonstrated one of the contributions which can be made to the welfare of the industry and those employed in it.

Innovations in the training field relate to the introduction of training development grants into the Board's Grants Programme 2 which began in April. These new grants are aimed at encouraging a systematic approach to training, management development and manpower planning.

Throughout the year, the Board had forged closer links with the Board of Trade and Air Registration Board and a joint statement had been issued which defined the role each played in the training matters of the air transport industry.

The report also highlights the international nature of the Board's activities in that not only the employees of British airlines come within the scope of the Board but also those employees of foreign airlines, excluding aircrew, who are based in Great Britain. During the year the Board had developed their international contacts to assist them to become an established feature of the international air transport scene, particularly as there was no other country which had such a body for air transport training.

(*Continued on next page*)

Petroleum Industry

The second report of the Petroleum Industry Training Board, published on September 10, records the progress made in the Board's first operational year towards assessing and meeting the training needs of the industry.

From the start, it is pointed out, it has been the Board's policy to develop and use training space and facilities already available in the industry and at colleges of further education, rather than to set up special training centres for which there may be no continuing need.

An assessment in depth of the training needs of all types of establishments in the industry has been made in a variety of ways. Personal contact with employers has been made by the Board's regional training officers in course of visiting most companies throughout the country, and by headquarters staff in the setting up of about 20 advisory committees and working parties, with members drawn from every sector of the industry and from the educational field.

A series of two-day conferences for the chief executives of medium and smaller companies has been held in every region.

The Board's first levy, of £9 per capita, was used to finance an interim grants scheme and covers the Board's operational expenses, from May 31, 1968, when the initial government administrative grant ended.

Jute Wages Council to be abolished

MRS. BARBARA CASTLE, First Secretary of State and Secretary of State for Employment and Productivity, has made an Order (S.I. 1969 No. 1241 – The Jute Wages Council (Great Britain) (Abolition) Order 1969) abolishing the Jute Wages Council (Great Britain) with effect from October 27, 1969.

The Order was laid before Parliament on September 10.

In March this year the Jute Joint Council (Dundee Area) and the Forfar and Kirriemuir Jute and Allied Textiles Joint Council requested the Secretary of State to abolish the Wages Council on the grounds that wages rates and conditions of employment for workers in the jute industry were now effectively regulated by voluntary agreements reached between the two sides of the Joint Councils. The Secretary of State was satisfied that the statutory wage regulating machinery of the Wages Council was no longer necessary for the industry and in June published notice of her intention to abolish the Council. No objections were received.

Notes:

The Jute Wages Council was originally set up as a Trade Board in 1919. It is estimated that over 13,000 workers are employed on work falling within the scope of the Council.

This is the 12th Wages Council to be abolished since the war. The Cutlery Wages Council was abolished recently and the others were: Furniture Manufacturing, Tobacco, Rubber Reclamation, Chain, Rubber Manufacturing, Drift Nets Mending, Fustian Cutting, Tin Box, Sugar Confectionery and Food Preserving – all for Great Britain, and Baking for Scotland.

Guidance on changing to decimal accounting

HOW BUSINESSES can overcome the accounting problems which will arise in changing to decimal currency is dealt with in a new Decimal Currency Board reference booklet published on September 11.

The booklet, 'Conversion of accounting records' (HMSO 1s., by post 1s. 4d.), explains that unlike the banks, which will work in decimals immediately from D-Day, February 15, 1971, when Britain begins changing over to the new system, business organisations may convert their accounting procedures to decimals at any time to suit themselves before, on, or after D-Day. The advantages and disadvantages of changing at each of these stages are fully discussed and the need for early and careful planning is stressed.

The booklet is deliberately written in a simple style so that it can be readily understood by the small businessman who does not employ a qualified accountant, but at the same time the information is applicable to businesses with more complex accounting procedures.

New appointment to Consumer Council

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. G. L. Armitage to be a member of the Consumer Council. The appointment will run until May 31, 1972.

Notes:

The Chairman of the Council is Lord Donaldson of Kingsbridge.

The members are appointed in a personal capacity and not as representatives of any organization or particular interest.

Mr. Armitage will fill the vacancy caused by the retirement from the Council of Mr. Trevor Fenwick.

New licensing arrangements for imports of boneless beef from South America

ON MAY 1, the Minister of Agriculture, Fisheries and Food announced the Government's decision that as from October 1, imports of unprocessed meat from certain countries in South America where foot-and-mouth disease is endemic would be restricted to boneless beef. The Ministry of Agriculture, Fisheries and Food in an announcement on September 10 set out the arrangements for the issue of new animal health (TAY) licences for these countries. The licences will be valid only for imports of fresh, chilled or frozen boneless beef and will replace and revoke existing licences as from October 1, 1969.

The new licences will be valid for the following descriptions of fresh, chilled or frozen meat derived from bovine animals:

(a) Boned or boneless meat derived from dressed carcases.
(b) Thick skirts (but not kidneys or other offal).
(c) Beef fat.

These new licences will be issued to all existing licence holders without application. Any existing licence holder who has not received a new licence by September 22 should get in touch with the following offices, as appropriate:

For landings in England and Wales

The Ministry of Agriculture, Fisheries and Food, Import Section, Animal Health Division 1, Government Buildings, Hook Rise South, Tolworth, Surbiton, Surrey (Tel. 01-337 6611, Ext. 161).

For landings in Scotland

The Department of Agriculture and Fisheries, Animal Health Branch, Room 529, Chesser House, 500 Gorgie Road, Edinburgh EH11 3AW (Tel. 031-443 4020, Ext. 2111).

Applications for licences by traders who do not hold a licence should be made to the same addresses.

To spread the work of future renewal, the new licences will be valid for periods varying from 12 to 15 months. They will indicate when application for renewal should be made.

The new licences will also introduce a revised form of certificate to be provided by the veterinary authorities in the supplying country, to accompany each consignment of meat. To avoid disruption of supplies, however, veterinary certificates of the present type will be accepted as an alternative until December 1, 1969, provided that meat is of a type covered by the new licence.

On and after October 1, 1969, meat and offal of kinds for which the new licences are not valid may not be imported from South American countries unless it is processed (i.e., fully cooked).

Notes:

Following the recommendations in Part 1 of the Report of the Committee of Inquiry on Foot-and-Mouth Disease, the Minister announced in the House of Commons on May 1:

> 'The Government have decided that the animal health and other interests can best be served by accepting the Committee's recommendations to continue the existing ban on imports of mutton, lamb and pigmeat and unprocessed offals from such countries where foot-and-mouth disease is endemic, and by limiting imports of beef from such countries to boneless beef and processed offals. There is already some trade in boneless beef, and to give reasonable time for the necessary changes in trading to be made, it is our intention to delay the introduction of the new arrangements until October 1 next.'

The countries from which we traditionally import beef where foot-and-mouth disease is endemic are Argentina, Brazil, Uruguay and Chile. Argentina and Brazil are the only such countries from which imports of beef are made at present: imports from Uruguay were suspended on public health grounds with effect from June 14, 1969, and from Chile with effect from August 23, 1968.

The President of the Board of Trade announced on July 23, 1969, that as from October 1, 1969, the tariff on boned or boneless beef and veal in fresh, chilled or frozen form would be reduced from 20 per cent to 5 per cent (*Board of Trade Journal*, July 30, page 278).

The changes in this notice will not affect the present arrangements governing imports of horsemeat.

The Public Health Official Certificate requirements under the Imported Food Regulations 1968 will also be unaffected by these changes.

Certificates of origin: issuing bodies

THE FOLLOWING organizations have been designated by the United Kingdom Government for the purpose of issuing certificates of origin under Article 11 of the International Convention relating to the Simplification of Customs formalities 1923 and the European Free Trade Area Convention:

Aberdeen Chamber of Commerce
Ayr Chamber of Commerce

Barnsley & District Chamber of Commerce
Batley & Birstall Chamber of Commerce
Birkenhead Chamber of Commerce
Birmingham Chamber of Commerce & Industry
Blackburn & District Chamber of Commerce
Bolton & District Chamber of Commerce
Boston & District Chamber of Commerce
Bradford Chamber of Commerce
Brighton & Hove Chamber of Commerce & Trade
Bristol Chamber of Commerce & Shipping
Burnley & District Chamber of Commerce
Burton on Trent & South Derbyshire Chamber of Commerce
Bury & District Chamber of Commerce

Cardiff Chamber of Commerce
Carlisle Chamber of Commerce
*Chester & North Wales Chamber of Commerce
*Chesterfield Chamber of Commerce
Colchester Chamber of Trade & Commerce
Coventry Chamber of Commerce
Croydon Chamber of Commerce

Derby & Derbyshire Chamber of Commerce
Dewsbury Chamber of Commerce
Doncaster Chamber of Commerce
Dudley & District Chamber of Commerce
Dundee Chamber of Commerce

Edinburgh Chamber of Commerce & Manufactures
Exeter & District Chamber of Commerce

Forth Valley Chamber of Commerce (Falkirk)

Glasgow Chamber of Commerce & Manufactures
Gloucester & County Chamber of Commerce
Goole Chamber of Commerce & Shipping
*Grantham Chamber of Commerce
Great Grimsby Chamber of Commerce & Shipping
Great Yarmouth Chamber of Commerce
Greenock Chamber of Commerce & Manufactures

Halifax & District Chamber of Commerce
Huddersfield & Spen Valley Chamber of Commerce
Hull Chamber of Commerce & Shipping

Ipswich Chamber of Commerce & Shipping
Isle of Man Chamber of Commerce (Douglas)
*Isle of Wight Chamber of Commerce (Newport)

Jersey Chamber of Commerce (St. Helier)

Kendal Chamber of Commerce & Manufactures
Kirkcaldy & East Fife Chamber of Commerce
Kidderminster Chamber of Commerce (Birmingham)

Lancaster, Morecambe & District Chamber of Commerce (Lancaster)
Leeds Chamber of Commerce
Leicester & County Chamber of Commerce
Leith Chamber of Commerce
Lincoln Chamber of Commerce
Liverpool Chamber of Commerce & Industry
London Chamber of Commerce
Lowestoft Chamber of Commerce
Luton, Dunstable & District Chamber of Commerce (Luton)

Manchester Chamber of Commerce
Medway Chamber of Commerce

Neath, Briton Ferry & District Chamber of Commerce (Neath)
Newark Chamber of Commerce
*Newhaven & District Chamber of Commerce
Newport & Monmouthshire Chamber of Commerce
Northern Ireland Chamber of Commerce & Industry (Belfast)
North Lindsey Chamber of Commerce
North Staffordshire Chamber of Commerce (Stoke on Trent)
Northampton & County Chamber of Commerce
Norwich Chamber of Commerce
Nottingham Chamber of Commerce

*Oldham & District Chamber of Commerce
Ossett Chamber of Commerce

Paisley Chamber of Commerce & Industry Ltd.
Perthshire Chamber of Commerce (Perth)
Plymouth Chamber of Trade & Commerce
Poole, Bournemouth & District Chamber of Commerce (Bournemouth)
Port of Portsmouth Chamber of Commerce
Port Talbot Chamber of Commerce & Shipping
Preston & District Chamber of Commerce

Reading Chamber of Commerce & Trade
Rochdale & District Chamber of Commerce
Rotherham & District Chamber of Commerce
Rugby Chamber of Commerce
*Runcorn & District Chamber of Commerce

Sheffield Chamber of Commerce
Slough Chamber of Commerce
South of Scotland Chamber of Commerce (Hawick)
Southampton Chamber of Commerce
Stockport Chamber of Commerce
Sunderland Chamber of Commerce
Swansea Chamber of Commerce

Tees-side Chamber of Commerce (Middlesbrough)
Trowbridge & District Chamber of Commerce
Royal Tunbridge Wells Chamber of Commerce
Tyneside Chamber of Commerce (Newcastle upon Tyne)

Wakefield Chamber of Commerce & Shipping
Walsall Chamber of Commerce & Industry
Warrington Chamber of Commerce
Welwyn Garden City Chamber of Commerce
*Westbury Chamber of Commerce & Trade
City of Westminster Chamber of Commerce
*Widnes Chamber of Commerce
*Wigan & District Chamber of Commerce
Wolverhampton Chamber of Commerce
Worcester Chamber of Commerce

* Does not issue EFTA certificates of origin.

Warning to exporters

Exporters are warned that foreign customs authorities may refuse to accept any certificate of origin that has been issued other than by a designated organization (in the list above). Such a refusal is virtually bound to cause delay in delivery of the goods concerned and in certain circumstances may lead to forfeiture of the goods and/or the imposition of financial penalties.

Chambers of Commerce seeking authority to issue certificates of origin universally acceptable to foreign customs under the provisions of the International and/or EFTA Conventions should apply in the first instance to the Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4, which acts as advisory body to the Board of Trade in these matters.

European Components Service progress report

THE British National Export Council announce that its European Components Service has just issued a Progress Report on its first three years of work. It has been instrumental in bringing inquiries worth £10 million to British manufacturers, and confirmed orders already total £430,000. To date, the ECS has concentrated on the automotive and aerospace industries in Western Germany, but the area of operations is soon to be extended, probably to Switzerland, Sweden and the Benelux countries. Operations include direct visits by ECE executives to European customers, the organization of highly specialized joint visits or outward missions, and the sponsoring of joint venture stands at overseas trade fairs.

It is possible that in future direct visiting may be the Service's main line of action, as British industry takes over the organization of joint visits under the BNEC Missions scheme. The Components Service has also helped in the creation of a scheme to promote licensing agreements, and is at present studying the possibility of joint sales representation abroad. Another successful ECS innovation has been the use of a 'package deal' technique bringing together a number of components manufacturers to provide combined quotations.

Aviation and Shipping

Mr. Anthony Crosland (right), President of the Board of Trade, accompanied by Mr. Henry Marking, British European Airways Chief Executive visited the BEA Engineering Base on September 5. He was shown a major maintenance check being made on a Trident jet airliner, conversion work on a Vanguard which will turn it from a passenger carrying airliner into an all cargo aircraft and the testing installations where all engines from BEA aircraft are put through their paces following overhaul. Mr. Crosland was also shown the airlines 'Clean Room' – a special sealed off area in which the many precision instruments required in a modern jet airliner undergo checking and overhaul in a completely dust free atmosphere.

Mr. Crosland also visited the Engineering Base, BEA Operations Control Centre and the Flying Staff Crew Room in the Queens Building at Heathrow.

Landing craft for commercial use

A DESIGN STUDY into the possibility of building landing craft for commercial uses which could be beached to load or unload cargo and be refloated at any time, regardless of the state of the tide, is being undertaken in Scotland with the support of the National Research Development Corporation.

The design study into the feasibility of the project is being carried out for the Scott Lithgow Group on the Lower Clyde by Kingston Marine Technology Ltd., Port Glasgow, a member of the Group.

The landing craft would be a stern-loading vessel with conventional bow for good sea-keeping qualities and of about 100 tons deadweight. It would provide roll-on, roll-off facilities for coastal, inter-island, a river operation where there are no docking arrangements. Some of the uses envisaged are temporary roll-on, roll-off services during civil engineering work such as shore drilling, transporting containers to deep sea ships anchored off-shore, and inter-island cargo services. The two main problems in the study are to design a satisfactory means of unbeaching the vessel and of providing means of efficient propulsion.

BoT Stand at 'Electronics for Civil Aviation' symposium and exhibition

THE BOARD OF TRADE stand at the five-day 'Electronics for Civil Aviation' symposium and exhibition, which opened at the Royal Festival Hall on September 15, features the equipment being provided to the Board's National Air Traffic Control Services for the display of radar information in the new civil London Air Traffic Control Centre at West Drayton, Middlesex. Mr. Anthony Crosland, President of the Board of Trade, officially opened the event, after which he toured the exhibition.

The display simulates the operation of 'Mediator', the code name given to the comprehensive plan to provide a computerized radar-based air traffic control service to all users of the air space above 5,000 feet throughout the United Kingdom Flight Information Region. For this purpose, probably the largest – and most advanced – computer complex used in air traffic control anywhere in the world is presently being designed and installed at West Drayton.

The display shows how the new techniques embodied in the Mediator complex will be applied when the Concorde and other SST aircraft commence operations in the 1970s. Against a background map of the British Isles, a model Concorde is seen flying over the west of the British Isles receiving interrogation messages from a radar scanner situated on the Isles of Scilly. The Concorde's automatic reply to the scanner is relayed to the Controlled Air Space radar controllers at West Drayton.

An actual Controlled Air Space suite is shown on the stand. This is designed to show, when the Mediator project reaches completion, bright flicker-free, track labels generated from data fed into secondary radar display processors at the LATCC. The displays at the exhibition are illuminated to simulate the arrival and interpretation of the information.

The stand is designed and mounted for the Board of Trade on behalf of the Air Traffic Control and Telecommunications Departments of the NATCS by the Exhibitions Division of the Central Office of Information.

New address for inspector of mercantile marine offices

THE Office of the Inspector of Mercantile Marine Offices (Board of Trade Marine Division) moved on September 9 from Atlantic House, Holborn Viaduct, London, E.C.1 to 71-73 Southwark Street, London, S.E.1 (Tel. 01-928 7999).

The first of two HS Trident Two airliners ordered by Cyprus Airways made its maiden flight at HSA Hatfield recently. Scheduled for delivery to the airline in September the Trident, with its cruising speed of over 600 mph, will enable Cyprus Airways to cut flight times on its European and Middle East services previously operated with aircraft leased from BEA. In service with the airline the Tridents will have a mixed class seating capacity for 98 passengers.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

New Books

International Tourism, by Michael Peters. (302 pages. Hutchinson. £3 3s.) In his opening chapter the author points out that international tourism is the largest single item in world trade, and for some countries is already the most important export industry and earner of foreign exchange. The topicality of the subject of this book is emphasized by the recent publication of figures showing that in 1968 overseas visitors to the United Kingdom spent £282 million and by the coming into effect of the Development of Tourism Act 1969, part of which has led to the creation of the British Tourist Authority with overseas promotion of tourism to Britain as one of its responsibilities. The book is essentially practical, dealing primarily with the needs of national tourist organizations and questions relevant to the establishment of an international tourist industry. Trends in visitor flows to popular destinations, with particular regard to the economics of inclusive tours; attractions and amenities, with a special section on the development of tourist resorts; the influence of travel agents and tour operators on the travel trade; problems of tourist taxes, facilitation, staff training and marketing, and the economic significance of tourism are among topics discussed. The importance of air transport in tourism has necessitated special attention being paid to the international air fares structure and potential economies following the introduction of Jumbo jets. The book was completed before the Development of Tourism Act 1969, was enacted, and sections describing the organization of the tourist industry in Britain, especially those dealing with Government assistance for hotel building and development should be read in conjunction with the appropriate sections of the Act (2s. 6d., by post 2s. 10d., from HMSO. A summary of the Act's main provisions was published in the *Board of Trade Journal*, August 27, 1969, p. 546). The text contains 80 statistical tables, many based on data collected by the International Union of Official Travel Organizations.

Non-Tariff Distortions of Trade. *PEP Broadsheet* 514. (23 pages. Available from Research Publications, 11 Nelson Road, London SE10. 7s. 6d., by post 8s. 3d.) This is a joint statement arising from round-table discussions held in the last 18 months between Political and Economic Planning and research organizations in the United States, Australia, France, Germany, Japan and Sweden. The non-tariff distortions considered in this broadsheet are quantitative restrictions, customs classification and valuations, public procurement policies, anti-dumping regulations, border tax adjustments, export credit subsidies, domestic subsidies and taxation, technical and health regulations. These distortions have become more important in recent years due to the sharp cuts in tariff levels achieved through the Kennedy Round and within the EEC and EFTA. The statement proposes that the general forum for dealing with non-tariff distortions should be the GATT, which should be revised to include a separate agreement on general principles relating to them. The statement also considers the issue of border tax adjustments, now being studied by both the GATT and OECD. It urges that any new adjustments related to changes in an importing country's tax structure should be scrutinized by GATT, which should have the power to limit any increases to those that are essential for tax equity.

To meet the increasing demand for basic data relevant to town and country planning the Ministry of Housing and Local Government and the Welsh Office have inaugurated a new series of statistical bulletins with the general title *Statistics for Town and Country Planning*. **Floor Space in Industrial, Shopping and Office Use, Changes April 1964 to March 1967, England and Wales** has been published as No. 1 in *Series II Floor Space* of the main series (32 pages. Available from HMSO at 8s.; by post 8s. 6d. SBN 11 750119 0). It has been prepared by the Ministry using Inland Revenue data obtained in the preparation of valuation lists; and it enumerates those changes in floor space in industrial, shopping and office use which took place between April 1964 and March 1967. The statistics are presented for planning authorities, regions and sub-divisions of regions, and are broken down to show use by industry, shops, commercial offices, local government offices and central government offices. The next bulletin in this series will include the results of a total count of floor space in selected use classes at April 1, 1967; and further bulletins presenting annual changes will be issued in due course. The annual publication *Statistics of Decisions on Planning Applications, England and Wales* will in future appear as *Series I Planning Applications* of the new series.

Pan Books Ltd. have just published two more books in their *Management and Marketing Series*. In **Exporting: A Basic Guide to Selling Abroad,** but Robin Neillands and Henry Deschampsneufs (240 pages. 7s. 6d.), the authors' main contention is that the majority of British companies play a negligible role in Britain's export achievements and earn virtually no foreign currency. This publication is a practical guide for the business man and it shows how small and medium-sized companies can, without costly investments in manpower, research or new equipment, obtain and develop business from export markets. The main aim of **Computers for Management,** by Peter C. Sanderson (155 pages. 6s.), is to introduce the basic concepts of computers and electronic data processing. The emphasis throughout is on the business applications of the computer, and little reference is made to the utility of the computer for scientific research. There is no mention of the electronics and logical design of the computer. Instead, the author concentrates on the following subjects: programming and programming languages, systems analysis and design, bringing a computer system into use, some commercial computer applications, the computer and management science and the impact of the computer on management.

Data Display Systems: Their Use as Visual Planning Aids for Management in the Age of Computerization, by K. Gray Horton. (135 pages. Business Books. £2 15s.) This book is about murographics – more commonly known as planning boards or wall charts. It deals with the planning and presentation of such management techniques as PERT (project evaluation and review technique), POCA (progress observation and corrective action), CPA (critical path analysis) and above all PASS (project activating signal systems). The author sketches the history of picturization from its remote beginnings, and shows how it has come to play an increasing role in explaining situations of ever increasing complexity – situations which, even when processed by a computer, still need a picture to offer any real understanding. By thus showing how graphics and the computer complement one another, this book gives a salutary reminder that the computer, although it can relieve man of a huge amount of mathematical drudgery, is by no means a panacea for all ills. *Data Display Systems* contains a number of diagrams and photographs of all the systems mentioned.

Housing for the USA – Operation Breakthrough, by H. K. Bourne. 4 pages. *UKSM Report No.* 69/50. Operation Breakthrough is a programme intended to meet the national goal of 26 million houses in the United States in the next decade through the use of modern techniques and production, marketing and management. There may be some opportunity for foreign firms to participate in research and development contracts.

New Horizons in Colour Aerial Photography, by H. K. Bourne. 12 pages. *UKSM Report No.* 69/51. This contains summaries of papers which were presented at a seminar held by the Society of Photographic Scientists and Engineers in New York on June 9 to 11, 1969. 'Colour and colour infra-red aerial photography both provide considerably more data than that available from panchromatic photography. Applications are numerous and include engineering studies of soil types, environmental research such as water and air pollution, water resource management and hydrology, oceanography, marine biology and ecological studies, marshland and estuarine inventories, forestry and agriculture, transportation analysis, mapping and land clearance. Orbital photography may be useful for gathering data from large or remote areas. New films are being developed to improve underwater penetration, and new illuminants enable photography to be performed in conditions of low daylight illumination or at night.'

Weather Forecasting and Climate Modification, by H. K. Bourne. 4 pages. *UKSM Report No.* 69/52. Attempts to determine reasons for climatic changes on the earth have met with little success. With the development of a more sophisticated numerical model of the atmosphere, a sufficiently large and fast computer and much more atmospheric data on a global scale, we may look forward in the next decade to accurate weather forecasting for several weeks ahead. It will also be possible to conduct large scale experiments on weather modification.

Smithsonian Institution – Center for Short-Lived Phenomena, by H. K. Bourne. 2 pages. *UKSM Report No.* 69/53. The Smithsonian Institution – Center for Short-Lived Phenomena, collects data on geophysical, astrophysical and biological events and issues it very promptly to enable observers to study them or to visit the site sufficiently soon to enable the maximum amount of scientific information to be collected. Without such a service, many phenomena would pass by unnoticed and scientific opportunities would be lost.

Overseas Newsletter No. 13, July 1969. 4 pages. This issue lists reports from United Kingdom Scientific Counsellors abroad received between April and June 1969.

Transportation Bulletin No. 17, by H. K. Bourne. 14 pages. This bulletin is divided into the following sections: general, road transport, rail transport and marine transport.

The Suez Contractors, by Sir Norman Kipping. (80 pages. Kenneth Mason. £1 10s.) Between the British withdrawal of the large Suez garrison, following our agreement with Nasser, and the Anglo-French intervention in 1956 there was a curious interlude when our bases in that area were manned by civilians. This is the story of the private enterprise force that operated the Suez Canal base told by the man who, as Director-General of the Federation of British Industries, was called in by the Government to get it organized.

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
Sept. 30 & Oct. 1	Vehicles, technical equipment and miscellaneous Stores	Regional Depot, RAOC, Hereford	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432 4366).

Austin K2 vans; Thames ET6 5-ton and 504E 2-ton vans; Land Rovers; Austin Gipsy Pick-ups; Morris Commercial vans and Minibuses; Brockhouse 10-cwt. two-wheeled trailers; fork lift trucks; machine tools including lathes, drills, milling machines, grinders, etc.; waveguides; bivouac tent canvasses; tyres; charging sets; generators; amplifiers; delivery hose; electronic valves; Racal and other receivers; tape recorders; telephonic equipment; electric fans; copper friction plates; shovels; pickaxes; screwdrivers; jacks; vices; binoculars; watches; theodolites; compasses; photographic equipment; vests and drawers; blankets; greatcoats; ankle boots; battledress blouses and trousers; blue/grey raincoats; ground sheets; large quantities haversacks; chairs; tables; wardrobes; carpets and other furniture; aircraft, wireless, M.T. signal and electrical spares; also a large collection of miscellaneous stores.

October 8	Miscellaneous stores	TA & VR Centre, Meadowforth Road, Stirling	Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554 2447).

Industrial, electrical, electronic, garage and engineering plant; aircraft spares, equipment and tyres; M.T. spares; 2½ S.P. horizontal boring machine; 10-cwt. jib cranes; pile driving plant; 300/4,000 psi compressors; drilling machines; tool and cutter grinders; pedestal and bench grinders; power saws; SS & SC lathes; welding machines; shaping and pipe screwing machines; vertical, cylinder and surface grinders; bandsaws; punching presses; slotting machines; coil winders; radio and radar equipment; electrical test sets; electric cable; telephone and wireless equipment; hand tools; trolley jacks; M.T. spares; tyres; hydraulic jacks; batteries; X-ray equipment and components; ball, roller and thrust bearings; storehouse trucks; roller conveyors; auto scythes; ferrous and non-ferrous scrap; canvas; rubber; rags; canvas sheeting and tentage; webbing; leather; cordage; blankets; ankle boots and shoes; greatcoats; B.D., blue serge and denim trousers and blouses; mattresses; sheets; shirts; jumpers; jerseys; carpets; kilts; overalls; canvas haversacks; kitbags and packs; parachute components; kitchen utensils; cutlery; earthen and glassware; miscellaneous office and canteen furniture; stacking chairs; wood and metal boxes; steel safes; binoculars and a large assortment of other miscellaneous general stores.

October 14-17	Vehicles, road making equipment	Ordnance Storage & Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Saloons; estate cars; Land Rovers; trailers; tractors; trucks; coaches; cranes; commercial vans; scrapers; angledozers; breakdown and heavy duty vehicles; hydraulic tippers; graders; plant and equipment, etc.

October 21 & 22	Miscellaneous stores	The Lido Hall, Winchester	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211).

Engineering construction equipment; spares for Ruston Bucyrus excavators; Tasker 2-wheeled trailer with generator set and 4-wheeled radar cabin; Barford dumpers; concrete mixer; plant and equipment; paints and primers; wooden boxes; cordage; machine tools including, SS & SC lathes; horizontal, vertical and pedestal millers; hydraulic shearing press; bench drilling machines; grinders; hacksaws; shapers; vertical drills; planing and thicknessing machines; hand press; gear cutting machines; woodworking lathes; slotting machines, etc.; large quantity of vests and drawers and other clothing; textiles; household and office furniture and a large assortment of miscellaneous general stores.

Catalogues of the above sales obtianable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Fine borers; horizontal internal broaches; drills; plain, internal, universal, surface and tool and cutter grinders; capstan, centre and 'T' lathes; horizontal, vertical and profile millers; metal shrinking machines; slotting, shaping machines, etc. Located at Aston Down, Glos. (Tender 2509) and Tursdale, Co. Durham (Tender 2510). Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned as follows:—

No. 2509 – by 10 a.m. October 9, 1969.
No. 2510 – by 10 a.m. October 2, 1969.

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a large selection of new and reconditioned industrial sewing machines for all manufacturing purposes. Sewing machines also purchased for cash.

IMPORT & EXPORT.

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In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patent Specifications. Illustrated Abridgments of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sales Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

Statistics

Symbols used in all statistical tables are:—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,796	1963	1963 21,788	1963 20,195	1963 20,195	1966 11,372	1963 4,917	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	665	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	119	418	262	49	45
1966	110	113	121	120	107	100	124	128	113	128	125	247	147	19	6
1967	111	114	125	126	109	101	132	124	121	138	143	155	–39	10	11
1968	114	120	133	134	112	104	138	128	134	147	143	169	–47	75	95
1967															
2nd quarter	111	113	124	124	108	100	135	131	127	139	141	43	–10	1	15
3rd quarter	111	114	127	126	110	102	134	122	120	143	147	–40	–25	–10	–21
4th quarter	111	116	128	129	112	104	132	120	118	139	146	68	–30	22	2
1968															
1st quarter	114	118	131	134	115	105	137	120	130	145	149	–68	–100	5	49
2nd quarter	112	119	133	130	108	102	134	120	125	150	141	65	24	22	1
3rd quarter	114	120	134	134	111	103	137	126	133	147	139	42	7	10	5
4th quarter	118	122	135	137	113	104	143	155	146	144	142	130	23	38	40
1969															
1st quarter	114	122	139	138	111	102	130	116	128	136	135	133	120	–11	13
2nd quarter		124 p				104		128 p	134 p				4 p	–9 p	
1969															
February		122				101									
March		122				102									
April		123 p				104									
May		124 p				103									
June		125 p				104									
July						102									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1958 prices		Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	At current prices		
Base of index £m. in base year	Dec. 1958	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,211	series in £ million
1964	162	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	114	105	–399
1965	165	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	– 91
1966	154	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	143	114	119·4	2·5	108·4	108·2	175·3	515	175	24,475	129	119	–283
1968	143	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	159	147	–265
1967													
2nd quarter	148	104	119·6	2·6	105·1	107·5	172·8	508	168	24,495	128	122	..
3rd quarter	146	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	125	120	..
4th quarter	143	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	..
1968													
1st quarter	142	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	156	142	– 91
2nd quarter	138	125	125·0	4·3	119·5	112·5	185·8	550	180	24,313	155	139	–101
3rd quarter	138	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	143	129	127·2	5·6	120·4	113·1	191·0	533	210	24,309	163	155	– 66
1969													
1st quarter	151	134 p	129·7	6·2	122·3	114·1	194·6	499	206		162	154	18
2nd quarter	154 p	131 p	131·8	5·4	124·2	115·1	195·4	527	195		168	162	75
1969													
March	151	134 p	130·3	6·3	122·7	114·4	195·0	504	203		163	155	
April	152	134 p	131·7	5·5	123·7	114·8	195·1	519	199		166	154	
May	154 p	131 p	131·5	5·3	123·9	115·1	195·4	518	196		166	162	
June	154 p	131 p	132·1	5·3	124·9	115·4	195·7	543	191		173	170	
July			132·1	5·3	124·5 p	115·8 p	196·6	577	186		170	163	
August					126·2 p	115·9 p		585	192				

†Not seasonally adjusted.

World exports of manufactures in 1968

THE DOLLAR value of world exports of manufactures increased by 15 per cent in 1968. This was the sharpest rise in any year since 1960, and well above the annual average rate of growth of 10 per cent in the decade 1958-68. As the average value of exports of manufactured goods showed little change, the volume of world exports was also some 15 per cent greater than in 1967. This was more than double the rate of increase of 7 per cent in the volume of world industrial production. Over the decade 1958-68, the volume of world trade in manufactures rose on average by 9 per cent per annum, while industrial production increased on average by 6 per cent.

Markets for manufactured goods in industrial countries continued to expand more rapidly than those in primary producing countries. Exports to the former group rose by 17 per cent and those to the latter by 12 per cent, compared with long-term growth rates of 12¼ per cent and 6½ per cent, respectively. The rapid rise in exports to industrial countries owed much to a sharp increase in demand for imported manufactures accompanying increased economic activity in the United States and the EEC. Exports to the United States were 30 per cent above the 1967 level, while those to the member countries of the EEC (including intra-trade) rose by 17 per cent. The expansion in world exports to primary producing countries mainly reflected an increase of some 15 per cent in trade with countries outside the sterling area. World exports to the non-OECD sterling area, which provided a market for one-quarter of all the United Kingdom's exports of manufactures, grew by less than 6 per cent.

Exports from each of the main manufacturing countries except Sweden increased in 1968 at rates appreciably in excess of their average rates of growth during the decade 1958-68. The most pronounced increases were recorded by Japan and Canada whose exports were 25 per cent greater in value than in 1967. United States exports increased by 14 per cent, while those from the EEC countries were 15 per cent above the preceding year's level.

The increase of 8 per cent in the dollar value of United Kingdom exports of manufactures was smaller than that by any of the other main manufacturing countries. This comparison is distorted by two special factors, which affected United Kingdom exports to all areas in all major commodity groups, and which should be borne in mind in considering the details about markets and commodities given in the article below and in the tables. The immediate consequence of devaluation in November 1967 was a sharp fall in the dollar prices of United Kingdom exports. In terms of volume, they rose by some 15 per cent, about the same rate of increase as that in the volume of exports by the main manufacturing countries as a whole. However, about one-third of this volume increase was attributable to shipments delayed by the dock strikes in the latter part of 1967. The carry-over had probably ceased to affect the figures by mid-year, and United Kingdom exports grew strongly in the second half of 1968 as the initial benefits of devaluation on the volume of shipments began to be felt. The under-recording of United Kingdom exports (discussed in an article in the *Board of Trade Journal* of September 10, 1969) probably had little effect on the recorded growth of exports in 1968. The level of under-recording in earlier years is not known with any certainty, but the effects on the long-term growth-rates quoted in this article are certainly small.

Other special factors, including anticipation of the United States dock strikes and the German border-tax adjustments of November 1968, contributed to raise the overall level of world

This is the latest in a series of articles appearing annually in the Board of Trade Journal. *Supplementary information on the development of world trade in manufactured goods, in the form of an analysis of the commodity pattern of exports to various markets by each of the main manufacturing countries, is available on written request to Statistics Division (Room D39), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.*

Economic Trends

A monthly journal for those who want to follow the main trends of the economic situation in the United Kingdom. It brings together the main statistical series on employment, output, consumption, trade and finance, and each issue contains a special feature article on some aspect of the statistics.
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trade during the year by accelerating exports from a number of countries from the early part of 1969 into the closing months of 1968.

Volume and US $ value of exports of manufactures (c)

	Growth rate, per cent per annum, 1958-68		Percentage increase on preceding year			
			1967		1968	
	Value	Volume	Value	Volume	Value	Volume
United Kingdom	6	4	–2	–2	8	15
German Federal Republic	11	9	8	9	14	16
France	9	8	6	7	11	10
Italy	16	17	9	10	20	23
United States	9	6	8	6	14	12
Canada	12	12	22	20	25	18
Japan	17	18	8	4	25	24
World (a)	10	9	7	6	15	17

Exports to industrial countries

Industrial countries have increased fairly steadily in importance as markets for world and United Kingdom exports of manufactures in recent years. In 1958, these countries provided markets for 54 per cent of exports from the main manufacturing countries and 42 per cent of those from the United Kingdom. By 1968, these proportions had risen to 69 per cent and 58 per cent, respectively. All the main manufacturing countries recorded faster growth in their exports to industrial countries in 1968 than in 1967. The most pronounced proportionate increase, of 31 per cent, was in Japanese exports and the smallest, of 10 per cent, in those by the United Kingdom and Sweden.

Percentage increases in US $ value of exports between 1967 and 1968

Market \ Exporter	United Kingdom	EEC	United States	Canada	Japan	World (a)
United Kingdom	—	12	12	10	26	14
EEC	10	19	16	16	29	17
United States	25	32	—	29	37	30
Canada	7	13	14	—	29	14
Japan	–2	9	17	3	—	12
All industrial countries	10	16	15	26	31	15

The dollar value of main manufacturing countries' exports of manufactures to the *United Kingdom* rose by 14 per cent in 1968, the same rate of increase as in the preceding year. Exports to this country by Japan, the Netherlands and Sweden were all about one-quarter greater in value than in 1967, while those from the German Federal Republic and Switzerland advanced by about one-sixth. French exports to the United Kingdom, on the other hand, were about 1 per cent below the previous year's level.

The expansion of 30 per cent in world exports of manufactures to the *United States* was the strongest recorded since 1959. Exports from the German Federal Republic, Belgium-Luxembourg, the Netherlands and Japan increased by over 30 per cent, while those from Canada rose by 29 per cent. Following a decline of 4 per cent in 1967, the United Kingdom's exports of manufactures to the United States in 1968 were 25 per cent above the preceding year's level. The United Kingdom's performance in a number of individual commodity groups compared favourably with that of other countries. The increase of 44 per cent in United Kingdom exports of non-electrical machinery to the United States was twice as great as that recorded by the main manufacturing countries as a whole, although this owed much to the high level of deliveries of aircraft engines for incorporation in military aircraft to be purchased by the United Kingdom. The increases in United Kingdom exports of base metals (38 per cent), chemicals (23 per cent) and miscellaneous manufactures (19 per cent) were also in excess of or equal to world rates. However, United Kingdom exports of transport equipment were only 9 per cent greater than in 1967 while, owing mainly to sharp increases in German and Canadian trade, world exports to the United States increased by 49 per cent.

Each of the main manufacturing countries benefited from the recovery in the rate of growth of world exports to the *EEC countries* in 1968. Trade between the member countries, which accounted for some 71 per cent of all exports of manufactures to the Community in 1968, was 19 per cent greater in value than in 1967, while exports from third countries rose by 14 per cent. The increase of 10 per cent in United Kingdom exports of manufactures to the EEC was exceeded by all the other main manufacturing countries, the sharpest individual increase (29 per cent) being in Japanese exports. United Kingdom exports of transport equipment to the Community rose by 32 per cent, as compared with a world average for this market of 26 per cent, but in other main commodity groups the United Kingdom's performance was inferior to that of main manufacturing countries as a whole.

World exports of manufactures to *Japan* increased by 12 per cent in 1968, a markedly slower rate of increase than in the preceding year. Exports from the United States were 17 per cent greater than in 1967, and accounted for 54 per cent of the world total; exports from the United Kingdom fell by 2 per cent. The market for imported manufactured goods in *Canada* expanded by a further 14 per cent in 1968. United States exports shared fully in this increase and continued to account for 81 per cent of the world total. Exports from the United Kingdom, which had declined in 1967, showed an increase of 7 per cent, mainly because of increased sales of transport equipment.

Exports to primary producing countries

The increase of 5 per cent in world exports of manufactures to the *non-OECD sterling area* in 1968, although somewhat greater than that in 1967, was below the average growth rate of 7 per cent per annum for the period 1958-68. Exports from the United Kingdom, which declined by 2 per cent in 1966 and 6 per cent in 1967, fell by a further 4 per cent last year. The United Kingdom remained the largest single supplier of manufactured goods, providing 27 per cent of all exports to the area. However, shipments from the United States and the EEC, which have risen fairly steadily over the past decade, increased by 8 per cent and 4 per cent respectively last year, so that each accounted for 24 per cent of the total.

Percentage increases in US $ value of exports between 1967 and 1968

Market \ Exporter	United Kingdom	EEC	United States	Japan	World (a)
Non-OECD Sterling Area	–4	4	8	19	5
Latin America	16	13	15	23	16
Sino-Soviet Bloc	12	7	13	12	9
Other primary producers	19	15	15	22	17
All primary producers	4	11	13	20	12

Main manufacturing countries' exports of manufactures to *Latin America* in 1968 were 16 per cent greater in value than in 1967. This was the most marked increase recorded during the past decade. Exports from the United States, the dominant supplier, increased by 15 per cent, those from the United Kingdom rose by 16 per cent, and those from Japan by 23 per cent.

Following three years of particularly marked expansion, world exports of manufactured goods to the *Sino-Soviet bloc* in 1968 were only some 9 per cent above the previous year's level. Exports from the German Federal Republic, the leading trader with these countries, were only 2 per cent greater than in 1967, but those from Japan and the United Kingdom increased by 12 per cent.

Commodity pattern of exports

The growth of world exports in the principal commodity groups distinguished in this article was greater in 1968 than in 1967 and also, in most instances, greater than the annual average during the period 1958-68. The growth in the dollar value of United Kingdom exports in these groups, although remaining below the world average, was greater than in 1967 and, with relatively few exceptions, greater than the average annual growth between 1958 and 1968.

Percentage increases in US $ value of exports between 1967 and 1968

Commodity \ Exporter	United Kingdom	EEC	United States	Canada	Japan	World (a)
Chemicals	6	17	17	10	18	15
Textiles	4	17	–2	35	17	14
Base metals and manufactures	4	9	9	16	31	12
Non-electrical machinery	7	12	6	17	26	10
Electrical machinery	3	12	9	25	32	14
Transport equipment	9	23	30	47	29	26
Miscellaneous	13	17	12	11	19	15
All manufactures	8	15	14	25	25	15

(*Continued on next page*)

WORLD EXPORTS OF MANUFACTURES, *continued*

Main manufacturing countries exports of *machinery and transport equipment* in 1968 were 16½ per cent above the previous year's level, having grown by an average of 11½ per cent per annum over the decade 1958-68. Exports of *transport equipment* showed an increase of 26 per cent, mainly owing to a further rise in the level of trade between the United States and Canada, a recovery in German exports, and continued expansion in those from Italy and Japan. The increase of 9 per cent in United Kingdom exports in this category, although substantially lower than that in exports by major competitors, nevertheless compared favourably with the decline of 10 per cent experienced in 1967 and the average growth rate of only 3½ per cent for 1958-68. The expansion in United Kingdom exports to the rapidly-growing North American market was more than twice as great as that in United Kingdom exports to the world as a whole. The rate of growth of world exports of *electrical machinery, apparatus and appliances* increased to 14 per cent in 1968. This was the only major group of manufactured products in which trade with primary producing countries expanded more rapidly than trade with industrial countries last year. Following a decline of 2 per cent in 1967, United Kingdom exports achieved a growth of only 3 per cent, which was exceeded by all the other main manufacturing countries. The exceptionally sharp rise of 32 per cent in Japanese exports mainly reflected increased trade with the United States and primary producing countries. The growth rate of 10 per cent in world exports of *non-electrical machinery* in 1968 was exceeded or equalled by eight of the eleven main manufacturing countries. However, exports from the United States, the leading supplier, rose by only 6 per cent, as an increased rate of growth in trade with primary producing countries was offset by a slackening in the rate of expansion in that with industrial countries. United Kingdom exports of non-electrical machinery were 7 per cent above the 1967 level, about the same rate of increase as the average for 1958-68. United Kingdom exports to North America rose by 24 per cent, as compared with a world average of 10 per cent for that market, but in other areas the United Kingdom fared less well than main manufacturing countries as a whole.

The expansion of 12 per cent in 1968 in world exports of *base metals and miscellaneous metal manufactures* reflected a 14 per cent rise in shipments to industrial countries, following the limited growth in 1967, and a further 7 per cent increase in those to primary producers. The 4 per cent advance in United Kingdom exports, although twice as great as in the preceding year and above the 3 per cent average for 1958-68, was modest in comparison with the 31 per cent increase in Japanese trade and the rises of 19 per cent and 16 per cent recorded by Italy and Canada. United Kingdom exports to North America increased by 28 per cent, about 1 percentage point more than those by main manufacturing countries as a whole, but this rise was in part offset by a decline in exports to primary producing countries.

United Kingdom exports of *chemicals* to North America also increased in 1968 at a somewhat faster rate than those by the main manufacturing countries taken together. In other principal market areas, the United Kingdom's exports grew less rapidly than those by most other countries. In consequence, the overall rise of 6 per cent in United Kingdom exports last year was 9 percentage points below the world average, and also slightly below the average growth in United Kingdom exports of chemicals over the decade 1958-68.

World exports of *textiles* in 1968 were 14 per cent greater in value than in 1967. This was the sharpest increase in any year since 1960, and was well above the 6 per cent per annum average for 1958-68. Exports from Japan, which accounted for 23 per cent of the world total, were 17 per cent above the 1967 level, while those from the EEC showed a similar proportionate increase. United Kingdom exports to North America were 10½ per cent greater than in 1967 but, as the growth in sales to other industrial countries was less marked and that to primary producers very small, the increase in United Kingdom exports to the world as a whole was only some 4 per cent.

DEFINITIONS

Areas

In this article the *main manufacturing countries* are defined as the United Kingdom, the members of the European Economic Community (i.e. the German Federal Republic, France, Italy, Belgium-Luxembourg and the Netherlands), Sweden, Switzerland, the United States, Canada and Japan. In 1967 these countries supplied 86 per cent of all exports of manufactured goods (excluding exports by the Sino-Soviet Bloc). Exports by this group of countries are often referred to briefly as *world exports* in the article.

France includes the Saar up to June 1959. The *German Federal Republic* includes the Saar from July 1959.

The *European Free Trade Association* comprises the United Kingdom, Austria, Denmark, Finland, Norway, Portugal, Sweden and Switzerland. *Continental EFTA* excludes the United Kingdom The *European OECD* countries are the members of the EEC and of EFTA (excluding Finland), plus Spain, Greece, Turkey, Iceland and the Irish Republic.

The term *industrial countries* is used to describe all members of the OECD except Finland – the European OECD countries plus the United States, Canada and Japan. All other countries (including the Sino-Soviet Bloc) are referred to as *primary producing countries*.

The *Sino-Soviet Bloc* includes the Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, the People's Republic of China, North Korea and North Vietnam. *Latin America* comprises the 20 republics listed under this heading in the Overseas Trade Accounts of the United Kingdom.

The *non-OECD sterling area* is the sterling area less the United Kingdom, Iceland and the Irish Republic. Rhodesia is included in the sterling area until 1965, but in 'other countries' in 1966, with resulting discontinuities in the series. (The percentage changes in exports to these markets in 1966 which are shown in the tables were calculated on a consistent basis by first making similar adjustments to the figures for 1965.)

Manufactures

Manufactures or *manufactured goods* are the products defined by Sections 5 to 8 inclusive of the Standard International Trade Classification (Revised). Figures for 1960 and earlier years are not always fully comparable with later figures.

'Special category'

The figures of United States exports (and hence of exports from the main manufacturing countries in total) exclude '*Special Category*' exports, for which detailed information on countries of destination is withheld by the United States authorities. The removal of certain classes of goods from the Special Category has given rise to discontinuities in many series. In most cases the discontinuity occurs between 1961 and 1962, but in a few of the detailed commodity categories in Table 8 it occurs between 1964 and 1965. Some of the commodity classes in Table 8 are unaffected by the discontinuity.

Growth rates

The growth rates for the decade 1958-68 shown in the tables were obtained from the antilogarithms of the slopes of straight lines fitted by least squares to the logarithms of the annual values of exports, with time as the independent variable.

NOTES TO TABLES

(a) Exports by the main manufacturing countries (see Definitions).

(b) Excluding United States Special Category exports (see Definitions).

(c) Source: United Nations.

(d) Production of the industrial countries (see Definitions). Source: OECD.

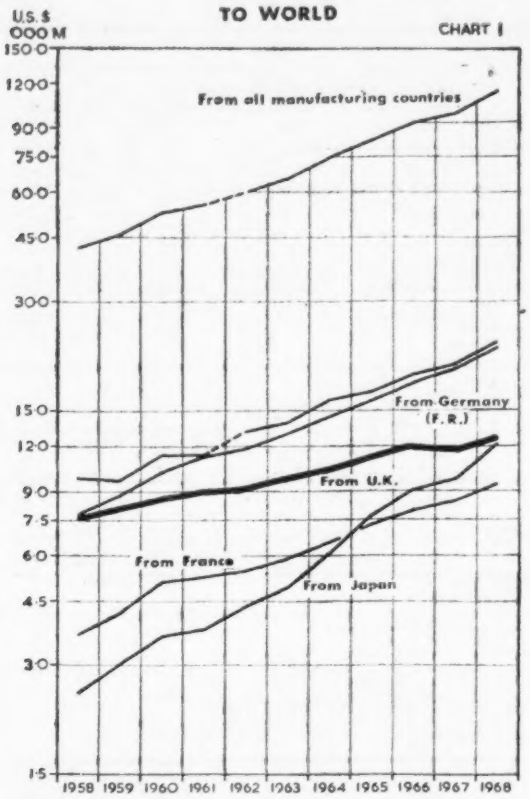
(e) Figures for 1960, 1961 and 1962 are partly estimated.

(f) Including exports of cotton fabrics from India, as follows:

Millions of US $: percentage increase on a year earlier in italics

1958	98	*–28*	1964	120	*15*
1959	129	*32*	1965	119	*–1*
1960	123	*–5*	1966	92	*–22*
1961	102	*–17*	1967	89	*– 2*
1962	96	*– 6*	1968	96	*8*
1963	104	*8*			

EXPORTS OF MANUFACTURES From main exporting countries (Ratio Scales)



FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

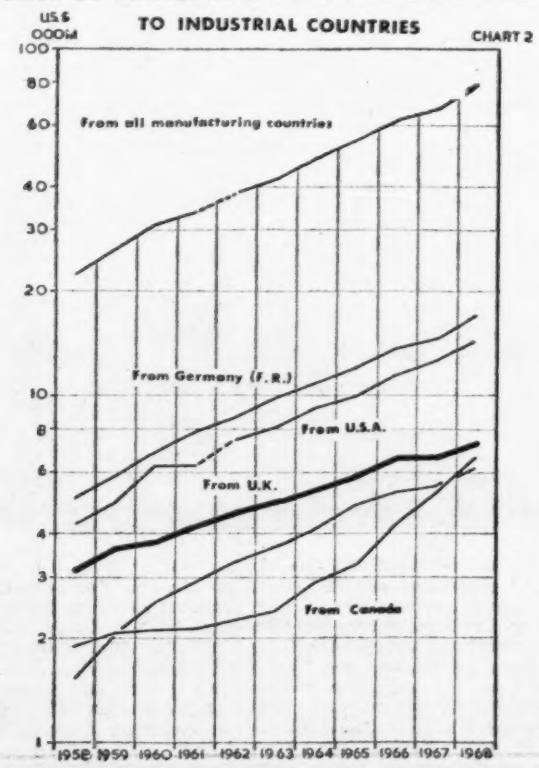
They are:

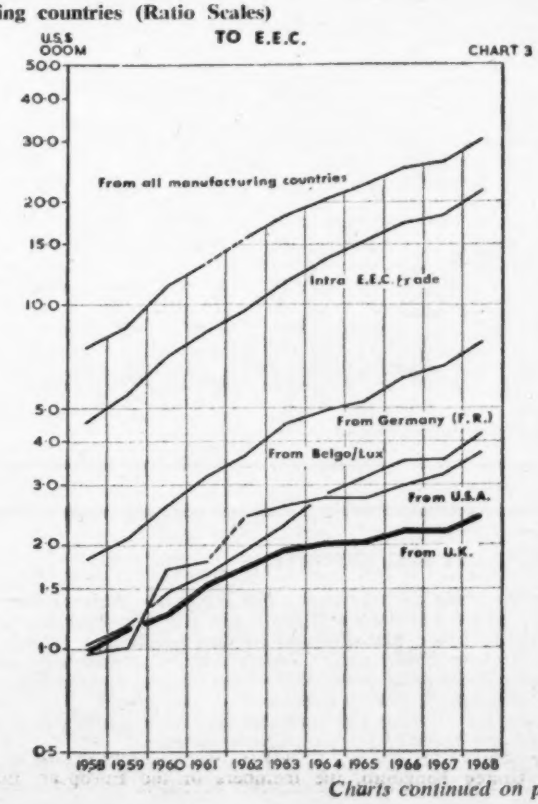
'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

EXPORTS OF MANUFACTURES BY MARKET From main exporting countries (Ratio Scales)





Charts continued on page **00**

Table 1. World exports and industrial production

	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968
World exports of manufactures (a): Value (US $ thousand million) (b)	42·0	45·4	52·4	55·3	58·7	63·7	73·1	82·7	92·6	99·1	114·2
Volume (1963 = 100) (c)	69	75	84	87	93	100	113	124	135	143	165
World industrial production(d): Volume (1963 = 100)	74	81	86	89	95	100	108	115	123	126	134

Table 2. Percentage shares of various commodity groups in exports of manufactures in 1958 and 1968

SITC Category	In exports to industrial countries		In exports to primary producers		In exports to all markets	
	From United Kingdom	From main manufacturing countries (b)	From United Kingdom	From main manufacturing countries (b)	From United Kingdom	From main manufacturing countries (b)
1958						
Chemicals (Section 5)	8·6	11·4	10·4	11·7	9·7	11·5
Textiles (Division 65)	9·6	7·8	9·2	9·5	9·2	8·5
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	13·6	18·5	15·7	17·6	15·1	18·1
Iron and steel (Division 67)	5·6	9·0	7·8	11·1	6·9	9·8
Machinery and transport equipment (Section 7)	47·9	39·5	50·8	46·5	50·0	42·9
(Non-electrical machinery (Division 71)	20·6	19·1	20·8	20·4	20·1	19·3
Electrical machinery (Division 72)	6·1	6·1	9·6	7·9	8·4	7·3
Transport equipment (Division 73)	21·2	14·2	20·4	18·1	21·5	16·3
Other manufactures (Section 8 and rest of Section 6)	20·4	22·8	13·9	14·7	16·0	19·0
1968						
Chemicals (Section 5)	10·0	11·1	13·1	14·7	11·4	12·2
Textiles (Division 65)	5·8	5·7	1·4	6·9	5·7	6·1
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	12·8	15·4	11·3	12·9	12·2	14·7
Iron and steel (Division 67)	5·2	7·7	4·8	7·2	5·0	7·5
Machinery and transport equipment (Section 7)	45·2	45·4	54·3	50·8	49·0	47·1
Non-electrical machinery (Division 71)	22·3	18·5	26·5	23·9	24·0	20·2
Electrical machinery (Division 72)	6·3	8·4	9·8	10·0	7·8	8·9
Transport equipment (Division 73)	16·7	18·6	18·0	16·9	17·2	18·0
Other manufactures (Section 8 and rest of Section 6)	26·1	22·4	15·8	14·7	21·8	19·9

Table 3. Percentage shares of various markets in exports of manufactures in 1958 and 1968

	1958		1968	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Industrial countries	41·8	54·4	57·6	68·6
OECD Europe	26·3	35·1	38·3	44·4
EFTA (excluding United Kingdom)	9·7	11·1	13·3	10·5
United Kingdom	—	3·7	—	4·4
EEC	13·1	18·1	19·1	26·8
United States	9·0	10·1	13·6	15·2
Canada	6·1	7·9	4·3	7·2
Japan	0·5	1·3	1·6	1·9
Primary producing countries	58·2	45·6	42·4	31·4
Latin America	5·1	13·5	3·8	6·6
Non-OECD Sterling area	42·3	15·1	25·1	10·3
Sino-Soviet Bloc	2·1	2·9	4·4	3·5
Other countries	8·7	14·1	9·1	11·0

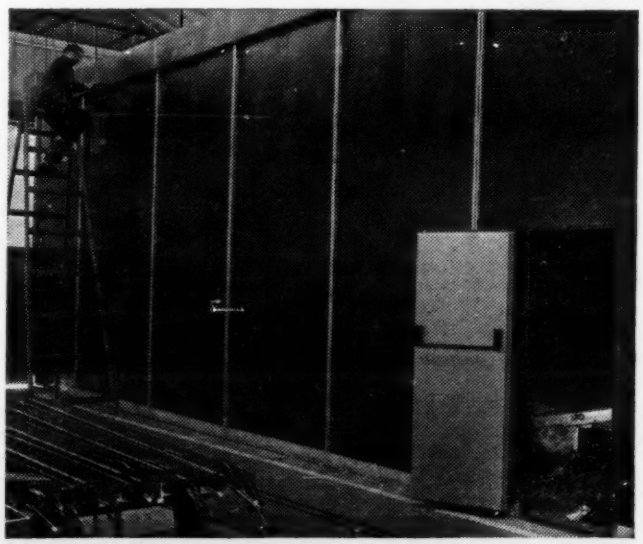
Table 4. Growth rates per cent per annum in US $ value of exports of groups of commodities, 1958-68

	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	6·8	10·9
Textiles (Division 65)	0·5	5·9
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	2·9	8·0
Iron and steel (Division 67)	1·8	7·2
Machinery and transport equipment (Section 7)	5·1	11·6
Non-electrical machinery (Division 71)	6·8	11·2
Electrical machinery (Division 72)	4·8	13·1
Transport equipment (Division 73)	3·3	11·4
Other manufactures (Section 8 and rest of Section 6)	8·5	10·8
Total manufactures	5·3	10·4

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hill gate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors and provides a document-copying service. There are trade directories covering 150 countries and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, *Ext.* 368 *or Telex No.* 886143).



The first of a number of track-side rectifier substation enclosures being completed at the works of Burgess Products Co. Ltd., Hinckley, Leicestershire, before despatch to Long Island, United States. These enclosures are being built for the Metropolitan Transportation Authority for the Long Island Rail Road service operating between Long Island and New York where a considerable modernization and electrification programme is proceeding. British industry is playing an important part in this programme and English Electric Hewittic Rectifiers Limited (to whose specification the buildings are being made) have so far obtained contracts worth $8 million for the supply of rectifier/transformer equipment for the project.

Table 5. Exports of manufactures by the main manufacturing countries

Exporter	*Percentage increases in U.S. $ value on a year earlier*											Growth Rates per cent per annum 1958–68	1968 value $ US million
	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968		
United Kingdom	*-2·2*	*5·9*	*6·4*	*4·6*	*2·2*	*7·0*	*5·6*	*8·2*	*7·0*	*-1·6*	*7·5*	*5·3*	12,668
EEC	*4·0*	*13·0*	*18·8*	*9·0*	*6·2*	*9·7*	*14·5*	*12·9*	*11·4*	*6·9*	*15·0*	*11·2*	51,637
German Federal Republic	*4·1*	*11·6*	*16·8*	*10·6*	*4·7*	*10·0*	*11·5*	*10·5*	*13·2*	*8·1*	*14·4*	*10·7*	22,276
Belgium-Luxembourg	*-3·2*	*9·5*	*14·3*	*3·4*	*9·9*	*9·8*	*18·4*	*14·8*	*7·7*	*2·4*	*16·6*	*10·7*	6,699
France	*6·0*	*15·4*	*21·4*	*2·9*	*3·6*	*8·2*	*10·8*	*13·1*	*8·7*	*6·1*	*11·1*	*9·3*	9,388
Italy	*6·5*	*16·5*	*34·4*	*16·7*	*11·4*	*10·3*	*20·2*	*20·3*	*14·3*	*8·9*	*20·1*	*16·6*	8,387
Netherlands	*8·6*	*16·0*	*12·2*	*9·0*	*6·4*	*10·7*	*22·9*	*9·6*	*9·5*	*6·4*	*14·9*	*11·5*	4,887
Sweden	*5·3*	*7·8*	*17·9*	*11·9*	*10·9*	*10·2*	*13·8*	*9·8*	*11·4*	*8·9*	*9·5*	*11·4*	3,645
Switzerland	*-1·3*	*8·7*	*11·3*	*8·8*	*8·4*	*8·1*	*9·7*	*11·9*	*10·6*	*6·7*	*13·1*	*9·6*	3,599
United States (b)	*-9·8*	*-1·5*	*17·8*	*0·1*	*5·1*	*5·3*	*18·7*	*5·5*	*11·4*	*8·3*	*13·8*	*9·3*	23,105
Canada	*-5·1*	*7·1*	*5·3*	*0·2*	*4·5*	*7·4*	*21·3*	*10·8*	*26·5*	*22·4*	*24·6*	*12·1*	7,335
Japan	*-1·1*	*20·8*	*18·8*	*4·5*	*15·6*	*13·0*	*23·4*	*28·2*	*16·3*	*7·9*	*24·9*	*16·9*	12,185
TOTAL (b)	*-1·6*	*8·2*	*15·4*	*5·5*	*6·1*	*8·5*	*14·8*	*11·7*	*11·9*	*7·1*	*15·2*	*10·4*	114,175

Table 6. US $ Value of exports of groups of commodities to various markets, 1967-68

	To European OECD				To North America			
	Percentage change 1967 to 1968		1968 exports US $ million		Percentage change 1967 to 1968		1968 exports US $ million	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	*4·1*	*17·4*	588	6,812	*19·8*	*17·2*	113	1,373
Textiles (Division 65)	*5·1*	*15·1*	304	3,546	*10·5*	*19·4*	101	840
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group (681)	*3·6*	*9·5*	624	7,691	*28·1*	*27·0*	303	4,252
Iron and steel (Division 67)	*-0·1*	*6·4*	212	3,758	*35·4*	*39·6*	169	2,254
Machinery and transport equipment (Section 7)	*4·4*	*12·0*	2,167	21,304	*20·3*	*28·6*	1,054	13,282
Non-electrical machinery (Division 71)	*-0·6*	*7·3*	1,033	9,645	*23·7*	*10·1*	535	4,121
Electrical machinery (Division 72)	*4·6*	*11·2*	329	4,431	*10·6*	*20·8*	120	2,004
Transport equipment (Division 73)	*11·3*	*19·7*	804	7,228	*18·9*	*45·4*	400	7,157
Other manufactures (Section 8 and rest of Section 6)	*16·8*	*15·9*	1,165	11,351	*17·5*	*16·7*	688	5,763
TOTAL MANUFACTURES	*7·0*	*13·4*	4,847	50,704	*19·9*	*24·5*	2,259	25,510

	To Industrial Countries				To Primary Producers			
	Percentage change 1967 to 1968		1968 exports US $ million		Percentage change 1967 to 1968		1968 exports US $ million	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	*6·0*	*16·9*	733	8,683	*5·9*	*12·9*	705	5,264
Textiles (Division 65)	*6·0*	*15·7*	425	4,452	*0·9*	*9·9*	291	2,461
Base metals and miscellaneous metal manufactures Divisions 67, 68 and 69, excluding Group 681)	*7·9*	*14·0*	937	12,102	*-2·2*	*7·2*	609	4,631
Iron and steel (Division 67)	*9·5*	*15·5*	382	6,032	*-9·4*	*5·2*	257	2,565
Machinery and transport equipment (Section 7)	*9·1*	*18·1*	3,299	35,616	*4·4*	*13·2*	2,913	18,195
Non-electrical machinery (Division 71)	*6·9*	*9·1*	1,626	14,484	*6·1*	*12·4*	1,419	8,570
Electrical machinery (Division 72)	*5·8*	*13·7*	457	6,588	*1·2*	*14·2*	526	3,567
Transport equipment (Division 73)	*13·4*	*31·2*	1,216	14,544	*3·8*	*13·7*	968	6,058
Other manufactures (Section 8 and rest of Section 6)	*17·1*	*16·3*	1,909	17,519	*5·5*	*11·1*	847	5,253
TOTAL MANUFACTURES	*10·4*	*16·8*	7,303	78,372	*3·8*	*11·8*	5,365	35,803

	To Non-OECD Sterling Area				To World			
	Percentage change 1967 to 1968		1968 exports US $ million		Percentage change 1967 to 1968		1968 exports US $ million	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	*3·4*	*7·9*	417	1,584	*5·9*	*15·4*	1,438	13,947
Textiles (Section 65)	*- 1·5*	*8·1*	189	1,021	*3·9*	*13·6*	717	6,913
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	*- 5·9*	*-0·4*	335	1,307	*3·7*	*12·0*	1,546	16,733
Iron and steel (Division 67)	*-13·5*	*-0·8*	138	659	*1·0*	*12·2*	639	8,597
Machinery and transport equipment (Section 7)	*- 6·1*	*3·9*	1,716	5,772	*6·8*	*16·4*	6,212	53,811
Non-electrical machinery (Division 71)	*- 4·4*	*2·8*	725	2,532	*6·6*	*10·3*	3,045	23,054
Electrical machinery (Division 72)	*—*	*4·0*	398	1,212	*3·3*	*13·9*	983	10,155
Transport equipment (Division 73)	*-11·7*	*5·3*	593	2,028	*9·0*	*25·0*	2,184	20,602
Other manufactures (Section 8 and rest of Section 6)	*1·3*	*10·0*	521	2,019	*13·3*	*15·0*	2,756	22,772
TOTAL MANUFACTURES	*- 3·5*	*8·3*	3,177	11,703	*7·5*	*15·2*	12,668	114,175

(Tables continued on next page)

Table 7. Exports of manufactures by market

Millions of US dollars: percentage change on a year earlier in italics

		From United Kingdom		From EEC: Total		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands (e)	
World	1958	7,600	*– 2*	17,184	*4*	7,771	*4*	2,450	*– 3*	3,615	*6*	1,726	*7*	1,622	*9*
	1959	8,050	*6*	19,422	*13*	8,675	*12*	2,683	*10*	4,173	*17*	2,010	*17*	1,881	*16*
	1960	8,566	*6*	23,074	*19*	10,129	*17*	3,068	*14*	5,064	*21*	2,702	*34*	2,111	*12*
	1961	8,956	*5*	25,044	*9*	11,207	*11*	3,173	*3*	5,211	*3*	3,153	*17*	2,300	*9*
	1962	9,157	*2*	26,588	*6*	11,738	*5*	3,488	*10*	5,400	*4*	3,514	*11*	2,448	*6*
	1963	9,797	*7*	29,168	*10*	12,910	*10*	3,830	*10*	5,841	*8*	3,877	*10*	2,710	*11*
	1964	10,345	*6*	33,395	*14*	14,394	*12*	4,535	*18*	6,474	*11*	4,661	*20*	3,331	*23*
	1965	11,193	*8*	37,696	*13*	15,906	*11*	5,204	*15*	7,325	*13*	5,608	*20*	3,652	*10*
	1966	11,980	*7*	41,993	*11*	18,013	*13*	5,607	*8*	7,962	*9*	6,412	*14*	3,999	*10*
	1967	11,784	*– 2*	44,908	*7*	19,480	*8*	5,744	*2*	8,450	*6*	6,981	*9*	4,253	*6*
	1968	12,668	*8*	51,637	*15*	22,276	*14*	6,699	*17*	9,388	*11*	8,387	*20*	4,887	*15*
Industrial countries	1958	3,179	*– 1*	10,438	*2*	5,060	*2*	1,763	*– 4*	1,531	*3*	933	*1*	1,151	*14*
	1959	3,711	*17*	12,647	*21*	5,875	*16*	2,108	*20*	2,075	*36*	1,233	*32*	1,357	*18*
	1960	3,807	*3*	15,154	*20*	6,916	*18*	2,421	*15*	2,549	*23*	1,667	*35*	1,601	*18*
	1961	4,248	*12*	17,194	*13*	7,919	*15*	2,621	*8*	2,925	*15*	2,000	*20*	1,729	*8*
	1962	4,605	*8*	19,176	*12*	8,656	*9*	2,952	*13*	3,338	*14*	2,325	*16*	1,905	*10*
	1963	4,962	*8*	21,613	*13*	9,837	*14*	3,331	*13*	3,662	*10*	2,604	*12*	2,179	*14*
	1964	5,346	*8*	24,980	*16*	10,966	*11*	3,953	*19*	4,111	*12*	3,210	*23*	2,741	*26*
	1965	5,797	*8*	28,280	*13*	12,021	*10*	4,538	*15*	4,831	*18*	3,932	*23*	2,958	*8*
	1966	6,583	*14*	31,721	*12*	13,747	*14*	4,905	*8*	5,293	*10*	4,554	*16*	3,223	*9*
	1967	6,616	*1*	33,433	*5*	14,659	*7*	4,994	*2*	5,487	*4*	4,874	*7*	3,420	*6*
	1968	7,303	*10*	38,942	*16*	17,062	*16*	5,923	*19*	6,093	*11*	5,851	*20*	4,014	*17*
OECD countries in Europe	1958	1,996	*– 4*	8,709	*1*	4,279	*2*	1,445	*– 5*	1,235	*– 2*	719	*—*	1,031	*15*
	1959	2,220	*11*	10,158	*17*	4,795	*12*	1,629	*13*	1,605	*30*	921	*28*	1,208	*17*
	1960	2,424	*9*	12,767	*26*	5,826	*21*	2,026	*24*	2,151	*34*	1,300	*41*	1,464	*21*
	1961	2,928	*21*	14,747	*16*	6,793	*17*	2,224	*10*	2,510	*17*	1,629	*25*	1,591	*9*
	1962	3,273	*12*	16,506	*12*	7,425	*9*	2,514	*13*	2,913	*16*	1,897	*16*	1,757	*10*
	1963	3,618	*11*	18,800	*14*	8,526	*15*	2,892	*15*	3,249	*12*	2,120	*12*	2,013	*15*
	1964	3,876	*7*	21,784	*16*	9,474	*11*	3,460	*20*	3,625	*12*	2,688	*27*	2,538	*26*
	1965	4,091	*6*	24,490	*12*	10,294	*9*	3,944	*14*	4,205	*16*	3,301	*23*	2,746	*8*
	1966	4,466	*9*	27,233	*11*	11,608	*13*	4,273	*8*	4,594	*9*	3,796	*15*	2,962	*8*
	1967	4,529	*1*	28,500	*5*	12,255	*6*	4,357	*2*	4,770	*4*	3,995	*5*	3,123	*5*
	1968	4,847	*7*	32,632	*14*	13,861	*13*	5,105	*17*	5,271	*11*	4,743	*19*	3,651	*17*
European Free Trade Association (including United Kingdom)	1958	736	*– 2*	3,740	*2*	2,267	*7*	372	*–10*	451	*– 9*	283	*– 1*	367	*13*
	1959	827	*12*	4,293	*15*	2,507	*11*	423	*14*	567	*26*	359	*27*	437	*19*
	1960	902	*9*	5,320	*24*	3,064	*22*	504	*19*	765	*35*	485	*35*	502	*15*
	1961	1,063	*18*	5,851	*10*	3,411	*11*	527	*5*	782	*2*	592	*22*	539	*7*
	1962	1,154	*9*	6,064	*4*	3,499	*3*	500	*– 5*	886	*13*	626	*6*	553	*3*
	1963	1,208	*5*	6,324	*4*	3,694	*6*	516	*3*	921	*4*	628	*—*	565	*2*
	1964	1,376	*14*	7,191	*14*	4,153	*12*	575	*11*	1,054	*14*	766	*22*	644	*14*
	1965	1,503	*9*	7,873	*9*	4,582	*10*	650	*13*	1,126	*7*	841	*10*	675	*5*
	1966	1,661	*11*	8,251	*5*	4,812	*5*	657	*1*	1,147	*2*	937	*11*	697	*3*
	1967	1,705	*3*	8,586	*4*	4,879	*1*	674	*3*	1,247	*9*	1,029	*10*	757	*9*
	1968	1,690	*– 1*	9,269	*8*	5,307	*9*	721	*7*	1,294	*4*	1,079	*5*	867	*15*
United Kingdom	1958	—	—	744	—	314	*2*	119	*–6*	112	*–16*	88	*14*	111	*12*
	1959	—	—	919	*24*	361	*15*	151	*27*	140	*25*	128	*45*	139	*25*
	1960	—	—	1,194	*30*	473	*31*	165	*9*	215	*53*	164	*28*	177	*27*
	1961	—	—	1,204	*1*	477	*1*	157	*– 5*	192	*–11*	195	*19*	183	*4*
	1962	—	—	1,179	*– 2*	441	*– 8*	156	*—*	199	*4*	175	*–10*	208	*14*
	1963	—	—	1,285	*9*	498	*13*	190	*22*	226	*14*	170	*– 3*	201	*– 4*
	1964	—	—	1,515	*18*	609	*22*	202	*6*	256	*13*	217	*28*	231	*15*
	1965	—	—	1,569	*4*	641	*5*	211	*5*	278	*9*	222	*2*	217	*– 6*
	1966	—	—	1,738	*10*	719	*12*	226	*7*	293	*5*	260	*17*	240	*10*
	1967	—	—	1,975	*14*	792	*10*	241	*6*	346	*18*	300	*15*	296	*24*
	1968	—	—	2,210	*12*	923	*17*	258	*7*	343	*– 1*	315	*5*	371	*25*
European Economic Community	1958	994	*– 8*	4,550	*– 1*	1,820	*– 4*	1,035	*– 4*	702	*1*	357	*3*	636	*13*
	1959	1,132	*14*	5,454	*20*	2,087	*15*	1,161	*12*	975	*39*	484	*36*	747	*18*
	1960	1,251	*11*	7,055	*29*	2,603	*25*	1,476	*27*	1,312	*35*	723	*49*	941	*26*
	1961	1,524	*22*	8,403	*19*	3,209	*24*	1,644	*11*	1,610	*23*	922	*28*	1,018	*8*
	1962	1,719	*13*	9,779	*16*	3,666	*14*	1,945	*18*	1,856	*15*	1,145	*24*	1,167	*15*
	1963	1,942	*13*	11,648	*19*	4,505	*23*	2,307	*19*	2,105	*13*	1,334	*17*	1,396	*20*
	1964	2,017	*4*	13,627	*17*	4,942	*10*	2,813	*22*	2,325	*10*	1,721	*29*	1,827	*31*
	1965	2,044	*1*	15,335	*13*	5,259	*6*	3,192	*13*	2,751	*18*	2,160	*26*	1,973	*8*
	1966	2,210	*8*	17,434	*14*	6,193	*18*	3,510	*10*	3,059	*11*	2,516	*16*	2,156	*9*
	1967	2,214	*—*	18,311	*5*	6,745	*9*	3,585	*2*	3,128	*2*	2,603	*3*	2,250	*4*
	1968	2,424	*10*	21,716	*19*	7,864	*17*	4,278	*19*	3,637	*16*	3,269	*26*	2,669	*19*
United States	1958	685	*15*	1,409	*11*	600	*7*	271	*9*	248	*33*	189	*7*	101	*6*
	1959	921	*34*	2,085	*48*	862	*44*	423	*56*	402	*62*	278	*48*	120	*19*
	1960	791	*–14*	1,942	*– 7*	849	*– 1*	335	*–21*	331	*–18*	322	*15*	105	*–13*
	1961	680	*–14*	1,908	*– 2*	818	*– 4*	334	*—*	342	*3*	316	*– 2*	98	*– 7*
	1962	782	*15*	2,117	*11*	910	*11*	378	*13*	351	*3*	371	*17*	107	*9*
	1963	823	*5*	2,218	*5*	989	*9*	370	*– 2*	332	*– 6*	406	*9*	121	*13*
	1964	879	*7*	2,501	*13*	1,133	*15*	416	*12*	383	*15*	429	*6*	141	*16*
	1965	1,108	*26*	3,053	*22*	1,360	*20*	500	*20*	504	*32*	535	*25*	153	*9*
	1966	1,442	*30*	3,661	*20*	1,709	*26*	539	*8*	562	*11*	649	*21*	201	*31*
	1967	1,379	*– 4*	3,941	*8*	1,876	*10*	543	*1*	555	*– 1*	751	*16*	216	*7*
	1968	1,717	*25*	5,209	*32*	2,599	*39*	726	*34*	648	*17*	953	*27*	282	*31*

Table 7. Exports of manufactures by market, *continued*

Millions of US dollars: percentage change on a year earlier in italics

From Sweden		From Switzerland		From United States (b)		From Canada		From Japan		Total (b)			
1,263	*5*	1,419	*– 1*	9,772	*–11*	2,231	*– 5*	2,509	*– 1*	41,978	*– 2*	1958	World
1,361	*8*	1,543	*9*	9,630	*– 1*	2,390	*7*	3,032	*21*	45,428	*8*	1959	
1,604	*18*	1,722	*12*	11,338	*18*	2,517	*5*	3,601	*19*	52,422	*15*	1960	
1,795	*12*	1,873	*9*	11,348	*—*	2,521	*—*	3,764	*5*	55,301	*5*	1961	
1,991	*11*	2,031	*8*	13,162	*..*	2,634	*4*	4,350	*16*	59,913	*..*	1962	
2,195	*10*	2,196	*8*	13,855	*5*	2,829	*7*	4,917	*13*	64,957	*8*	1963	
2,499	*14*	2,410	*10*	15,978	*15*	3,432	*21*	6,069	*23*	74,128	*14*	1964	
2,745	*10*	2,696	*12*	16,839	*5*	3,802	*11*	7,779	*28*	82,740	*12*	1965	
3,057	*11*	2,981	*11*	18,741	*11*	4,809	*26*	9,047	*16*	92,608	*12*	1966	
3,328	*9*	3,181	*7*	20,297	*8*	5,886	*22*	9,759	*8*	99,143	*7*	1967	
3,645	*10*	3,599	*13*	23,105	*14*	7,335	*25*	12,185	*25*	114,175	*15*	1968	
824	*3*	995	*– 1*	4,669	*–12*	1,918	*– 3*	825	*8*	22,848	*– 2*	1958	Industrial countries
922	*12*	1,099	*10*	5,008	*7*	2,083	*9*	1,213	*47*	26,683	*17*	1959	
1,086	*18*	1,222	*11*	6,298	*26*	2,130	*2*	1,369	*13*	31,066	*16*	1960	
1,268	*17*	1,348	*10*	6,293	*—*	2,135	*—*	1,416	*3*	33,902	*9*	1961	
1,396	*10*	1,500	*11*	7,499	*..*	2,266	*6*	1,810	*28*	38,249	*..*	1962	
1,596	*14*	1,637	*9*	8,026	*7*	2,399	*6*	2,009	*11*	42,214	*10*	1963	
1,837	*15*	1,787	*9*	9,220	*15*	2,895	*21*	2,530	*26*	48,566	*15*	1964	
2,063	*12*	2,002	*12*	9,968	*8*	3,264	*13*	3,368	*33*	54,742	*13*	1965	
2,288	*11*	2,186	*9*	11,449	*15*	4,235	*30*	4,075	*21*	62,536	*14*	1966	
2,474	*8*	2,358	*8*	12,620	*10*	5,259	*24*	4,357	*7*	67,115	*7*	1967	
2,722	*10*	2,639	*12*	14,450	*15*	6,622	*26*	5,694	*31*	78,372	*17*	1968	
720	*2*	803	*2*	1,787	*–10*	550	*13*	181	*–14*	14,746	*– 1*	1958	OECD countries in Europe
772	*7*	872	*8*	1,948	*9*	469	*–15*	203	*12*	16,642	*13*	1959	
933	*21*	992	*14*	3,146	*61*	612	*30*	303	*49*	21,177	*27*	1960	
1,129	*21*	1,102	*11*	3,066	*– 3*	555	*– 9*	391	*29*	23,918	*13*	1961	
1,235	*9*	1,227	*11*	3,924	*..*	548	*– 1*	463	*18*	27,177	*..*	1962	
1,409	*14*	1,337	*9*	4,270	*9*	579	*6*	531	*15*	30,523	*12*	1963	
1,608	*14*	1,459	*9*	4,840	*13*	720	*24*	671	*26*	34,937	*14*	1964	
1,797	*12*	1,631	*12*	4,981	*3*	702	*– 3*	840	*25*	38,532	*10*	1965	
1,947	*8*	1,735	*6*	5,377	*8*	721	*3*	1,029	*23*	42,508	*10*	1966	
2,075	*7*	1,878	*8*	5,787	*8*	738	*2*	1,202	*17*	44,709	*5*	1967	
2,258	*9*	2,083	*11*	6,645	*15*	828	*12*	1,411	*17*	50,704	*13*	1968	
491	*7*	232	*—*	636	*–11*	324	*– 6*	80	*–24*	6,239	*—*	1958	European Free Trade Association
529	*8*	261	*13*	740	*16*	342	*5*	97	*21*	7,089	*14*	1959	(including United Kingdom)
632	*19*	298	*14*	1,282	*73*	431	*26*	138	*42*	9,003	*27*	1960	
753	*19*	330	*11*	1,095	*–15*	400	*– 7*	179	*30*	9,671	*7*	1961	
795	*6*	370	*12*	1,207	*..*	392	*– 2*	199	*11*	10,182	*..*	1962	
928	*17*	401	*8*	1,298	*8*	403	*3*	201	*1*	10,763	*6*	1963	
1,090	*17*	482	*20*	1,690	*30*	517	*28*	320	*59*	12,668	*18*	1964	
1,234	*13*	548	*14*	1,801	*7*	492	*– 5*	380	*19*	13,831	*9*	1965	
1,327	*8*	599	*9*	1,870	*4*	513	*4*	469	*23*	14,690	*6*	1966	
1,518	*14*	703	*17*	2,063	*10*	529	*3*	661	*41*	15,765	*7*	1967	
1,614	*6*	784	*12*	2,374	*15*	587	*11*	680	*3*	16,997	*8*	1968	
110	*—*	78	*3*	313	*– 6*	296	*– 6*	20	*–33*	1,561	*3*	1958	United Kingdom
118	*7*	89	*14*	339	*8*	304	*3*	32	*55*	1,801	*15*	1959	
144	*22*	102	*15*	711	*110*	388	*27*	44	*39*	2,583	*43*	1960	
171	*19*	111	*9*	549	*–23*	360	*– 7*	62	*41*	2,457	*– 5*	1961	
166	*– 3*	121	*9*	570	*..*	355	*– 1*	83	*34*	2,470	*..*	1962	
201	*21*	137	*13*	653	*14*	361	*2*	90	*8*	2,727	*10*	1963	
239	*19*	170	*24*	935	*43*	467	*29*	127	*40*	3,452	*27*	1964	
258	*8*	194	*14*	1,014	*9*	437	*– 6*	123	*– 3*	3,595	*4*	1965	
285	*11*	198	*2*	1,052	*4*	455	*4*	164	*33*	3,891	*8*	1966	
348	*22*	246	*24*	1,158	*10*	477	*5*	226	*38*	4,431	*14*	1967	
435	*25*	282	*15*	1,293	*12*	525	*10*	286	*26*	5,032	*14*	1968	
260	*—*	523	*1*	991	*– 7*	215	*59*	76	*–12*	7,609	*– 2*	1958	European Economic Community
279	*7*	582	*11*	1,072	*8*	116	*–46*	69	*– 9*	8,704	*14*	1959	
368	*32*	664	*14*	1,708	*59*	168	*45*	107	*55*	11,321	*30*	1960	
454	*23*	737	*11*	1,796	*5*	143	*–15*	138	*29*	13,195	*17*	1961	
514	*13*	810	*10*	2,452	*..*	138	*– 3*	198	*43*	15,610	*..*	1962	
541	*5*	874	*8*	2,621	*7*	158	*15*	243	*23*	18,026	*15*	1963	
605	*12*	906	*4*	2,760	*5*	172	*9*	282	*16*	20,370	*13*	1964	
665	*10*	995	*10*	2,750	*..*	170	*– 1*	384	*36*	22,343	*10*	1965	
727	*9*	1,048	*5*	2,998	*9*	172	*1*	470	*22*	25,059	*12*	1966	
673	*– 7*	1,075	*3*	3,220	*7*	179	*4*	458	*– 3*	26,131	*4*	1967	
764	*13*	1,190	*11*	3,745	*16*	209	*16*	590	*29*	30,639	*17*	1968	
85	*27*	142	*–15*	—	—	1,359	*– 7*	575	*16*	4,255	*5*	1958	United States
126	*48*	174	*23*	—	—	1,600	*18*	904	*57*	5,810	*37*	1959	
125	*– 1*	175	*—*	—	—	1,498	*– 6*	957	*6*	5,487	*– 6*	1960	
101	*–19*	173	*– 1*	—	—	1,547	*– 3*	918	*– 4*	5,327	*– 3*	1961	
125	*23*	195	*13*	—	—	1,699	*10*	1,232	*34*	6,160	*16*	1962	
145	*16*	208	*7*	—	—	1,792	*5*	1,364	*11*	6,550	*6*	1963	
164	*13*	227	*9*	—	—	2,129	*19*	1,704	*25*	7,605	*16*	1964	
199	*21*	274	*21*	—	—	2,529	*19*	2,327	*37*	9,489	*25*	1965	
251	*26*	338	*23*	—	—	3,471	*37*	2,805	*21*	11,968	*26*	1966	
300	*19*	348	*3*	—	—	4,428	*28*	2,894	*3*	13,289	*11*	1967	
357	*19*	397	*14*	—	—	5,698	*29*	3,952	*37*	17,330	*30*	1968	

(Continued on next page)

Table 7. Exports of manufactures by market, *continued*

Millions of US dollars: percentage change on a year earlier in italics

Market		From United Kingdom		From EEC countries: Total		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands (e)	
Canada	1958	460	*– 4*	206	*8*	102	*11*	33	*–18*	34	*36*	22	*5*	15	*13*
	1959	517	*12*	264	*28*	130	*27*	42	*27*	49	*44*	24	*9*	9	*22*
	1960	530	*3*	262	*– 1*	125	*– 4*	40	*– 5*	44	*–10*	32	*33*	21	*14*
	1961	550	*4*	275	*5*	129	*3*	42	*5*	45	*2*	36	*13*	23	*10*
	1962	454	*–17*	277	*1*	134	*4*	41	*– 2*	43	*– 2*	36	*—*	23	*—*
	1963	413	*– 9*	275	*– 1*	130	*– 3*	41	*—*	44	*4*	39	*8*	21	*–10*
	1964	447	*8*	330	*20*	148	*14*	52	*27*	55	*26*	49	*24*	27	*30*
	1965	473	*6*	438	*32*	188	*28*	64	*23*	79	*44*	62	*28*	44	*62*
	1966	515	*9*	473	*8*	224	*19*	56	*–12*	87	*10*	70	*13*	36	*–18*
	1967	506	*– 2*	485	*3*	222	*– 1*	49	*–12*	95	*9*	79	*13*	40	*11*
	1968	542	*7*	550	*13*	266	*20*	50	*2*	100	*5*	90	*15*	44	*11*
Japan	1958	38	*–30*	114	*–27*	79	*–25*	14	*–36*	14	*–29*	3	*–45*	4	*–20*
	1959	53	*39*	140	*23*	88	*12*	14	*– 2*	19	*37*	10	*217*	10	*123*
	1960	62	*17*	183	*30*	116	*32*	20	*36*	23	*19*	13	*42*	11	*17*
	1961	90	*45*	264	*44*	179	*55*	21	*5*	28	*24*	19	*39*	17	*46*
	1962	96	*7*	276	*5*	187	*4*	19	*– 9*	31	*10*	21	*15*	18	*5*
	1963	109	*14*	320	*16*	192	*2*	28	*50*	37	*21*	39	*80*	24	*33*
	1964	145	*33*	364	*14*	212	*11*	26	*– 9*	48	*27*	44	*13*	35	*47*
	1965	125	*–14*	300	*–18*	179	*–16*	30	*16*	42	*–11*	34	*–23*	15	*–57*
	1966	160	*28*	355	*19*	206	*15*	38	*27*	50	*17*	38	*12*	24	*64*
	1967	202	*26*	507	*43*	305	*48*	45	*19*	67	*34*	49	*28*	42	*73*
	1968	197	*– 2*	551	*9*	335	*10*	43	*– 5*	74	*10*	64	*32*	36	*–14*
Primary producing countries	1958	4,421	*– 3*	6,746	*7*	2,711	*8*	687	*– 1*	2,084	*9*	793	*14*	471	*– 2*
	1959	4,339	*– 2*	6,775	*—*	2,800	*3*	575	*–16*	2,098	*1*	777	*– 2*	524	*11*
	1960	4,759	*10*	7,920	*17*	3,213	*15*	647	*13*	2,515	*20*	1,035	*33*	510	*– 3*
	1961	4,709	*– 1*	7,850	*– 1*	3,288	*2*	552	*–15*	2,286	*– 9*	1,153	*11*	571	*12*
	1962	4,552	*– 3*	7,412	*– 6*	3,082	*– 6*	536	*– 3*	2,062	*–10*	1,189	*3*	543	*– 5*
	1963	4,834	*6*	7,555	*2*	3,073	*—*	499	*– 7*	2,179	*6*	1,273	*7*	531	*– 2*
	1964	4,999	*3*	8,415	*11*	3,428	*12*	582	*17*	2,363	*8*	1,452	*14*	590	*11*
	1965	5,395	*8*	9,416	*12*	3,885	*13*	666	*15*	2,494	*6*	1,676	*15*	695	*18*
	1966	5,398	*—*	10,272	*9*	4,266	*10*	702	*5*	2,669	*7*	1,859	*11*	776	*12*
	1967	5,168	*– 4*	11,475	*12*	4,821	*13*	751	*7*	2,963	*11*	2,107	*13*	833	*7*
	1968	5,365	*4*	12,695	*11*	5,214	*8*	777	*3*	3,295	*11*	2,536	*20*	873	*5*
Latin America	1958	387	*–10*	1,412	*3*	694	*1*	164	*– 4*	196	*—*	256	*17*	102	*13*
	1959	402	*4*	1,412	*—*	704	*1*	136	*–17*	218	*11*	239	*– 7*	115	*13*
	1960	447	*11*	1,478	*5*	736	*5*	130	*– 4*	249	*14*	257	*7*	106	*– 8*
	1961	425	*– 5*	1,621	*10*	838	*14*	120	*– 8*	258	*3*	294	*14*	111	*5*
	1962	413	*– 3*	1,533	*– 5*	758	*–10*	112	*– 7*	267	*4*	298	*1*	98	*–12*
	1963	367	*–11*	1,388	*– 9*	670	*–12*	88	*–21*	246	*– 8*	295	*– 1*	88	*–10*
	1964	381	*4*	1,491	*7*	711	*6*	117	*33*	248	*1*	307	*4*	108	*23*
	1965	408	*7*	1,525	*2*	764	*7*	117	*—*	235	*– 5*	305	*– 1*	104	*– 4*
	1966	403	*– 1*	1,695	*11*	884	*16*	115	*– 2*	269	*14*	302	*– 1*	125	*20*
	1967	417	*4*	1,830	*8*	940	*6*	120	*4*	284	*5*	355	*17*	131	*5*
	1968	482	*16*	2,072	*13*	1,023	*9*	126	*5*	352	*24*	427	*20*	143	*9*
Non-OECD Sterling Area	1958	3,213	*– 2*	1,405	*3*	771	*8*	153	*– 7*	159	*– 4*	172	*– 3*	150	*7*
	1959	3,083	*– 4*	1,386	*– 1*	764	*– 1*	126	*–18*	160	*1*	162	*– 6*	174	*16*
	1960	3,260	*6*	1,643	*19*	847	*11*	169	*34*	212	*33*	252	*56*	163	*– 6*
	1961	3,145	*– 4*	1,564	*– 5*	798	*– 6*	153	*– 9*	174	*–18*	247	*– 2*	192	*18*
	1962	2,985	*– 5*	1,608	*3*	792	*– 1*	138	*–10*	194	*11*	286	*16*	198	*3*
	1963	3,228	*8*	1,777	*11*	902	*14*	154	*12*	234	*21*	295	*3*	192	*– 3*
	1964	3,400	*5*	2,058	*16*	1,022	*13*	168	*9*	279	*19*	376	*27*	213	*11*
	1965	3,665	*8*	2,448	*19*	1,198	*17*	198	*18*	337	*21*	466	*24*	249	*17*
	1966	3,513	*– 2*	2,517	*4*	1,163	*– 2*	204	*6*	400	*20*	493	*7*	257	*6*
	1967	3,293	*– 6*	2,706	*8*	1,237	*6*	206	*1*	436	*9*	575	*17*	253	*– 2*
	1968	3,177	*– 4*	2,815	*4*	1,298	*5*	210	*2*	435	*—*	639	*11*	234	*– 7*
Sino-Soviet Bloc	1958	161	*22*	829	*48*	423	*59*	100	*42*	172	*56*	96	*37*	38	*–11*
	1959	201	*25*	858	*3*	421	*– 1*	78	*–22*	183	*6*	127	*33*	49	*28*
	1960	262	*30*	1,118	*30*	514	*22*	120	*53*	258	*42*	176	*38*	50	*1*
	1961	288	*10*	1,020	*– 9*	473	*– 8*	78	*–35*	223	*–14*	194	*10*	53	*6*
	1962	302	*5*	1,057	*4*	495	*5*	73	*– 7*	219	*– 2*	213	*10*	56	*6*
	1963	337	*12*	927	*–12*	418	*–16*	59	*–19*	164	*–25*	224	*5*	64	*13*
	1964	280	*–17*	1,048	*13*	520	*24*	55	*– 8*	184	*13*	230	*3*	58	*– 9*
	1965	335	*20*	1,357	*29*	614	*18*	83	*52*	242	*31*	319	*39*	99	*70*
	1966	445	*33*	1,705	*26*	775	*26*	113	*36*	344	*42*	369	*16*	104	*5*
	1967	495	*11*	2,297	*35*	1,049	*35*	152	*34*	478	*39*	459	*24*	160	*53*
	1968	555	*12*	2,455	*7*	1,067	*2*	137	*–10*	541	*13*	547	*19*	162	*2*
Other countries	1958	660	*– 8*	3,100	*3*	823	*– 1*	270	*– 7*	1,558	*8*	269	*15*	181	*–13*
	1959	652	*– 1*	3,118	*1*	911	*11*	235	*–13*	1,538	*– 1*	249	*– 7*	186	*3*
	1960	790	*21*	3,681	*18*	1,116	*23*	228	*– 3*	1,796	*17*	350	*41*	191	*3*
	1961	850	*8*	3,645	*– 1*	1,178	*6*	201	*–12*	1,631	*– 9*	418	*19*	215	*13*
	1962	852	*—*	3,219	*–12*	1,037	*–12*	213	*6*	1,382	*–15*	397	*– 5*	191	*–11*
	1963	903	*6*	3,488	*8*	1,084	*5*	199	*– 7*	1,536	*11*	484	*22*	187	*– 2*
	1964	938	*4*	3,817	*9*	1,176	*8*	242	*22*	1,650	*7*	539	*11*	211	*13*
	1965	987	*5*	4,087	*7*	1,310	*11*	269	*11*	1,680	*2*	586	*9*	243	*15*
	1966	1,037	*– 3*	4,356	*6*	1,445	*9*	270	*– 2*	1,657	*– 2*	695	*17*	290	*16*
	1967	964	*– 7*	4,643	*7*	1,595	*10*	274	*2*	1,766	*7*	718	*3*	290	*—*
	1968	1,151	*19*	5,354	*15*	1,826	*14*	304	*11*	1,968	*11*	922	*28*	334	*15*

Table 7. Exports of manufactures by market, ***continued***

Millions of US dollars: percentage change on a year earlier in italics

From Sweden		From Switzerland		From United States (b)		From Canada		From Japan		Total (b)			
13	*2*	32	*13*	2,533	*-12*	—	—	*69*	*23*	3,313	*- 9*	1958	Canada
17	*30*	33	*4*	2,731	*8*	—	—	106	*55*	3,668	*11*	1959	
20	*17*	31	*- 7*	2,728	—	—	—	110	*3*	3,681	—	1960	
22	*7*	31	*- 2*	2,634	*- 4*	—	—	107	*- 3*	3,619	*- 2*	1961	
22	*2*	32	*4*	2,903	..	—	—	115	*8*	3,801	..	1962	
28	*28*	31	*- 2*	3,070	*6*	—	—	114	*- 1*	3,931	*3*	1963	
33	*18*	35	*12*	3,642	*19*	—	—	155	*35*	4,641	*18*	1964	
45	*37*	42	*20*	4,270	*17*	—	—	201	*30*	5,469	*18*	1965	
67	*48*	48	*14*	5,248	*23*	—	—	241	*20*	6,591	*21*	1966	
62	*- 8*	49	*2*	5,836	*11*	—	—	260	*8*	7,197	*9*	1967	
68	*10*	54	*11*	6,634	*14*	—	—	332	*29*	8,180	*14*	1968	
6	*-35*	18	*5*	349	*-25*	9	*-67*	—	—	534	*-27*	1958	Japan
7	*21*	20	*11*	329	*- 6*	14	*5*	—	—	563	*5*	1959	
8	*23*	24	*22*	424	*29*	20	*49*	—	—	721	*28*	1960	
16	*88*	42	*71*	593	*40*	33	*62*	—	—	1,038	*44*	1961	
14	*-16*	46	*11*	671	..	19	*-41*	—	—	1,119	..	1962	
14	*3*	60	*29*	685	*2*	28	*44*	—	—	1,211	*8*	1963	
32	*129*	66	*10*	738	*8*	46	*65*	—	—	1,384	*14*	1964	
22	*-31*	54	*-17*	717	*- 3*	33	*-27*	—	—	1,251	*-10*	1965	
23	*3*	65	*19*	824	*15*	43	*29*	—	—	1,470	*17*	1966	
37	*64*	84	*29*	997	*21*	93	*116*	—	—	1,920	*31*	1967	
38	*3*	105	*25*	1,171	*17*	96	*3*	—	—	2,158	*12*	1968	
439	*9*	424	*- 3*	5,103	*- 7*	313	*-16*	1,684	*- 5*	19,130	*- 1*	1958	Primary producing countries
439	—	444	*5*	4,622	*- 9*	307	*- 2*	1,819	*8*	18,745	*- 2*	1959	
518	*18*	500	*13*	5,040	*9*	387	*26*	2,232	*25*	21,356	*14*	1960	
527	*2*	525	*5*	5,055	—	386	—	2,348	*5*	21,406	—	1961	
595	*13*	531	*1*	5,663	..	368	*- 5*	2,540	*8*	21,658	..	1962	
599	*1*	559	*5*	5,830	*3*	430	*17*	2,908	*14*	22,742	*5*	1963	
662	*11*	623	*11*	6,758	*8*	538	*25*	3,539	*22*	25,562	*12*	1964	
683	*3*	695	*11*	6,862	*2*	538	—	4,410	*25*	28,000	*10*	1965	
769	*13*	796	*15*	7,292	*6*	574	*7*	4,972	*13*	30,072	*7*	1966	
854	*11*	823	*3*	7,677	*5*	627	*9*	5,402	*9*	32,027	*7*	1967	
923	*8*	961	*17*	8,655	*13*	713	*14*	6,491	*20*	35,803	*12*	1968	
155	*17*	130	*4*	3,277	*-12*	122	*-32*	189	*27*	5,672	*- 7*	1958	Latin America
112	*-28*	129	*- 1*	2,682	*-18*	113	*- 7*	220	*16*	5,070	*-11*	1959	
123	*9*	137	*6*	2,709	*1*	114	*1*	269	*22*	5,277	*4*	1960	
118	*- 4*	152	*11*	2,632	*- 3*	141	*23*	311	*16*	5,400	*2*	1961	
115	*- 3*	149	*- 2*	2,603	..	125	*- 8*	312	—	5,254	..	1962	
105	*- 9*	138	*- 7*	2,490	*- 4*	163	*26*	314	*1*	4,964	*- 6*	1963	
107	*2*	159	*15*	2,875	*15*	181	*11*	394	*25*	5,588	*13*	1964	
122	*14*	161	*2*	2,914	*1*	170	*- 6*	401	*2*	5,701	*2*	1965	
153	*26*	193	*20*	3,264	*12*	223	*31*	452	*13*	6,383	*12*	1966	
165	*8*	191	*- 1*	3,199	*- 2*	216	*- 3*	481	*6*	6,499	*2*	1967	
184	*11*	227	*19*	3,690	*15*	272	*26*	589	*23*	7,516	*16*	1968	
89	*- 4*	113	—	791	*-15*	159	*4*	560	*- 5*	6,330	*- 3*	1958	Non-OECD Sterling Area
91	*2*	111	*- 2*	896	*13*	155	*- 3*	627	*12*	6,349	—	1959	
112	*23*	159	*43*	1,204	*34*	218	*41*	364	*38*	7,460	*17*	1960	
134	*20*	158	*- 1*	1,163	*- 3*	194	*-11*	822	*- 5*	7,180	*- 4*	1961	
146	*9*	175	*11*	1,608	..	201	*4*	940	*14*	7,662	..	1962	
156	*7*	183	*5*	1,897	*18*	234	*16*	1,119	*19*	8,599	*12*	1963	
170	*9*	215	*17*	2,326	*23*	307	*31*	1,403	*25*	9,881	*15*	1964	
162	*- 5*	245	*14*	2,430	*4*	312	*2*	1,575	*12*	10,837	*10*	1965	
159	*- 4*	258	*6*	2,347	*- 3*	294	*- 5*	1,625	*4*	10,713	—	1966	
165	*4*	264	*2*	2,645	*13*	347	*18*	1,695	*4*	11,114	*4*	1967	
179	*9*	306	*16*	2,857	*8*	352	*1*	2,017	*19*	11,703	*5*	1968	
66	*- 7*	69	*-17*	24	*218*	6	*16*	67	*9*	1,222	*31*	1958	Sino-Soviet Bloc
75	*14*	90	*30*	22	*- 8*	6	*65*	28	*-58*	1,284	*5*	1959	
81	*7*	63	*-24*	50	*124*	22	*132*	58	*107*	1,659	*29*	1960	
80	*-1*	68	—	35	*-30*	22	*1*	83	*42*	1,596	*- 4*	1961	
119	*49*	60	*-13*	16	..	7	*-69*	185	*123*	1,745	..	1962	
94	*-21*	66	*11*	20	*26*	6	*-17*	222	*20*	1,671	*- 4*	1963	
127	*35*	73	*10*	25	*27*	4	*-32*	350	*57*	1,906	*14*	1964	
113	*-11*	99	*36*	25	—	9	*131*	438	*25*	2,376	*25*	1965	
141	*25*	128	*30*	44	*74*	3	*-66*	568	*30*	3,033	*28*	1966	
173	*23*	143	*12*	65	*50*	4	*29*	497	*-12*	3,674	*21*	1967	
194	*12*	153	*7*	74	*13*	8	*105*	559	*12*	3,997	*9*	1968	
129	*23*	112	*- 3*	1,011	*16*	26	*-26*	868	*-10*	5,906	*2*	1958	Other countries
161	*25*	115	*3*	1,022	*1*	30	*15*	945	*9*	6,041	*2*	1959	
202	*25*	136	*18*	1,077	*5*	33	*10*	1,041	*10*	6,961	*15*	1960	
196	*- 3*	147	*8*	1,225	*14*	29	*-12*	1,132	*9*	7,223	*4*	1961	
215	*10*	147	—	1,437	..	31	*7*	1,103	*3*	6,997	..	1962	
254	*18*	172	*17*	1,403	*- 1*	27	*-13*	1,253	*14*	7,508	*7*	1963	
258	*2*	177	*3*	1,532	*8*	45	*67*	1,393	*11*	8,188	*9*	1964	
286	*11*	189	*7*	1,493	*- 3*	48	*7*	1,996	*43*	9,087	*11*	1965	
316	*9*	217	*14*	1,637	*8*	54	*6*	2,327	*16*	9,942	*8*	1966	
352	*11*	224	*3*	1,769	*8*	60	*11*	2,730	*17*	10,740	*8*	1967	
367	*4*	274	*22*	2,035	*15*	81	*35*	3,326	*22*	12,588	*17*	1968	

(Continued on next page)

Table 8. Exports of manufactures by commodity

Millions of US dollars: percentage change on a year earlier in italics

SITC Category		From United Kingdom		From EEC Countries: Total		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands	
Total manufactures (Section 5 to 8)	1958	7,600	*– 2*	17,184	*4*	7,771	*4*	2,450	*– 3*	3,615	*6*	1,726	*7*	1,622	*9*
	1959	8,050	*6*	19,422	*13*	8,675	*12*	2,683	*10*	4,173	*15*	2,010	*17*	1,881	*16*
	1960	8,566	*6*	23,074	*19*	10,129	*17*	3,068	*14*	5,064	*21*	2,702	*34*	2,111	*12*
	1961	8,956	*5*	25,044	*9*	11,207	*11*	3,173	*3*	5,211	*3*	3,153	*17*	2,300	*9*
	1962	9,157	*2*	25,588	*6*	11,738	*5*	3,488	*10*	5,400	*4*	3,514	*11*	2,448	*6*
	1963	9,797	*7*	29,167	*10*	12,909	*10*	3,830	*10*	5,841	*8*	3,876	*10*	2,710	*11*
	1964	10,345	*6*	33,395	*14*	14,394	*12*	4,535	*18*	6,474	*11*	4,661	*20*	3,331	*23*
	1965	11,193	*8*	37,696	*13*	15,906	*11*	5,204	*15*	7,325	*13*	5,608	*20*	3,652	*10*
	1966	11,980	*7*	41,993	*11*	18,013	*13*	5,607	*8*	7,962	*9*	6,412	*14*	3,999	*10*
	1967	11,784	*– 2*	44,908	*7*	19,480	*8*	5,744	*2*	8,450	*6*	6,981	*9*	4,253	*6*
	1968	12,668	*8*	51,637	*15*	22,276	*14*	6,699	*17*	9,388	*11*	8,387	*20*	4,887	*15*
Chemicals (Section 5)	1958	739	*– 2*	2,042	*4*	940	*4*	231	*6*	429	*4*	169	*8*	273	*4*
	1959	827	*12*	2,362	*16*	1,105	*17*	258	*12*	472	*10*	208	*24*	319	*17*
	1960	893	*8*	2,709	*15*	1,261	*14*	254	*– 2*	594	*26*	263	*26*	337	*6*
	1961	916	*3*	2,966	*9*	1,384	*10*	249	*– 2*	633	*7*	323	*23*	377	*12*
	1962	962	*5*	3,120	*5*	1,445	*4*	252	*1*	655	*3*	360	*11*	408	*8*
	1963	1,030	*7*	3,525	*13*	1,646	*14*	288	*14*	756	*15*	387	*8*	448	*10*
	1964	1,154	*12*	4,109	*17*	1,887	*15*	317	*10*	880	*16*	489	*26*	536	*20*
	1965	1,237	*7*	4,743	*15*	2,077	*10*	394	*24*	1,014	*15*	605	*24*	653	*22*
	1966	1,314	*6*	5,390	*14*	2,414	*16*	422	*7*	1,134	*12*	657	*9*	763	*17*
	1967	1,357	*3*	6,000	*11*	2,705	*12*	477	*13*	1,244	*10*	681	*4*	893	*17*
	1968	1,438	*6*	6,999	*17*	3,114	*15*	636	*33*	1,361	*9*	780	*14*	1,108	*24*
Textiles other than wool tops (Division 65)	1958	702	*–16*	1,530	*– 8*	303	*– 6*	292	*–13*	399	*– 9*	299	*–10*	237	*4*
	1959	685	*– 2*	1,721	*12*	344	*14*	326	*12*	439	*10*	348	*17*	264	*11*
	1960	722	*5*	2,071	*20*	395	*15*	385	*18*	557	*27*	440	*26*	294	*12*
	1961	689	*– 5*	2,191	*6*	415	*5*	410	*6*	567	*2*	490	*11*	309	*5*
	1962	686	*—*	2,348	*7*	444	*7*	469	*14*	598	*5*	513	*5*	324	*5*
	1963	712	*4*	2,557	*9*	530	*19*	508	*8*	631	*6*	532	*4*	356	*10*
	1964	771	*8*	2,882	*13*	613	*16*	566	*11*	683	*8*	602	*13*	418	*17*
	1965	768	*—*	3,074	*7*	666	*9*	591	*5*	717	*5*	638	*6*	461	*10*
	1966	731	*– 5*	3,297	*7*	778	*17*	657	*11*	720	*—*	660	*3*	482	*4*
	1967	690	*– 6*	3,266	*– 1*	832	*7*	620	*– 6*	705	*– 2*	627	*– 5*	482	*—*
	1968	717	*4*	3,818	*17*	1,001	*20*	714	*15*	761	*8*	785	*25*	557	*16*
Cotton fabrics (Group 652)	1958	145	*–15*	315	*– 3*	71	*– 5*	41	*–16*	87	*– 4*	38	*7*	78	*7*
	1959	130	*–10*	330	*5*	80	*13*	44	*8*	91	*5*	32	*–18*	83	*6*
	1960	126	*– 3*	417	*26*	98	*22*	58	*32*	125	*37*	41	*31*	94	*14*
	1961	117	*– 7*	417	*—*	103	*5*	61	*5*	120	*– 4*	41	*—*	92	*– 2*
	1962	94	*–19*	383	*– 8*	89	*–14*	64	*5*	109	*– 9*	33	*–10*	88	*– 4*
	1963	87	*– 8*	377	*– 2*	90	*1*	67	*5*	104	*– 5*	28	*–15*	88	*—*
	1964	89	*– 8*	385	*2*	90	*—*	70	*4*	105	*1*	28	*—*	92	*5*
	1965	89	*—*	371	*– 4*	86	*– 5*	66	*– 5*	103	*– 2*	31	*9*	85	*– 8*
	1966	76	*–14*	366	*– 1*	96	*12*	65	*– 1*	92	*–11*	37	*21*	76	*11*
	1967	65	*–15*	356	*– 3*	96	*—*	52	*–21*	96	*5*	37	*– 1*	76	*1*
	1968	66	*3*	360	*1*	88	*– 8*	52	*—*	95	*– 1*	44	*20*	81	*6*
Woollen and worsted fabrics (Item 653-2)	1958	178	*–14*	203	*–12*	17	*–11*	37	*–11*	32	*– 9*	92	*–15*	25	*– 1*
	1959	181	*1*	233	*14*	21	*27*	43	*14*	34	*8*	105	*13*	30	*20*
	1960	184	*2*	269	*15*	23	*8*	48	*13*	40	*17*	124	*19*	33	*9*
	1961	178	*– 3*	286	*6*	23	*—*	54	*13*	41	*3*	135	*9*	33	*—*
	1962	174	*– 3*	306	*7*	26	*13*	56	*4*	46	*12*	145	*7*	33	*—*
	1963	179	*3*	307	*—*	28	*8*	56	*—*	47	*2*	143	*– 1*	33	*—*
	1964	188	*5*	311	*1*	28	*—*	54	*– 4*	45	*– 4*	151	*6*	34	*3*
	1965	190	*1*	320	*3*	29	*5*	39	*–28*	46	*2*	171	*14*	35	*4*
	1966	179	*– 6*	352	*10*	34	*18*	41	*6*	54	*18*	187	*9*	36	*4*
	1967	165	*– 8*	307	*–13*	31	*– 9*	29	*–29*	53	*– 2*	164	*–12*	30	*–17*
	1968	159	*– 4*	319	*4*	36	*16*	27	*– 7*	51	*– 5*	178	*8*	28	*– 7*
Fabrics of synthetic and other man-made fibres (Items 653.5, 6 and 8)	1958	38	*–19*	198	*– 7*	70	*–11*	21	*– 3*	56	*– 2*	29	*–22*	22	*2*
	1959	31	*–18*	212	*7*	73	*5*	25	*19*	51	*–10*	44	*52*	20	*– 8*
	1960	30	*– 2*	244	*15*	81	*10*	26	*6*	57	*13*	60	*38*	20	*—*
	1961	29	*– 3*	270	*11*	85	*5*	36	*38*	55	*– 4*	72	*20*	22	*10*
	1962	33	*13*	336	*24*	98	*15*	51	*42*	75	*36*	84	*17*	28	*27*
	1963	45	*41*	381	*14*	116	*18*	56	*10*	88	*17*	89	*6*	32	*14*
	1964	54	*20*	443	*16*	136	*17*	72	*29*	90	*2*	100	*12*	44	*38*
	1965	59	*9*	491	*11*	152	*11*	87	*21*	98	*8*	101	*1*	54	*23*
	1966	48	*–19*	511	*4*	152	*—*	105	*21*	95	*– 3*	106	*5*	54	*– 1*
	1967	50	*4*	511	*—*	158	*4*	102	*– 2*	93	*– 2*	102	*– 3*	56	*4*
	1968	49	*– 1*	613	*20*	178	*13*	125	*22*	104	*12*	137	*34*	70	*24*
Base metals and miscellaneous manufactures of metal (Divisions 67, 68 and 69 excluding Group 681)	1958	1,147	*– 7*	3,802	*– 5*	1,350	*–10*	1,036	*– 9*	902	*1*	242	*7*	272	*8*
	1959	1,200	*5*	4,278	*13*	1,574	*17*	1,105	*7*	1,048	*16*	258	*7*	293	*8*
	1960	1,242	*4*	5,160	*21*	1,951	*24*	1,339	*23*	1,186	*13*	331	*28*	329	*12*
	1961	1,251	*1*	5,165	*—*	2,050	*5*	1,276	*– 6*	1,203	*2*	313	*– 5*	323	*– 2*
	1962	1,255	*—*	5,036	*– 3*	2,012	*– 2*	1,321	*4*	1,086	*–10*	318	*2*	299	*– 7*
	1963	1,213	*– 3*	5,083	*1*	1,934	*– 4*	1,367	*3*	1,104	*2*	329	*3*	349	*17*
	1964	1,304	*8*	5,890	*16*	2,133	*10*	1,595	*17*	1,268	*15*	467	*42*	426	*22*
	1965	1,452	*11*	6,896	*17*	2,453	*15*	1,807	*13*	1,446	*14*	700	*50*	491	*15*
	1966	1,457	*—*	7,321	*6*	2,740	*12*	1,908	*6*	1,446	*—*	703	*1*	524	*7*
	1967	1,490	*2*	7,793	*6*	3,079	*12*	1,937	*2*	1,472	*2*	734	*4*	572	*9*
	1968	1,546	*4*	8,531	*9*	3,237	*5*	2,214	*14*	1,583	*7*	873	*19*	624	*9*

Table 8. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage change on a year earlier in italics

From Sweden		From Switzerland		From United States (b)		From Canada		From Japan		Total (b)			SITC Category
1,263	*5*	1,419	*- 1*	9,772	*-11*	2,231	*- 5*	2,509	*- 1*	41,978	*- 2*	1958	Total manufactures
1,361	*8*	1,543	*9*	9,630	*- 1*	2,390	*7*	3,032	*21*	45,428	*8*	1959	(Sections 5 to 8)
1,604	*18*	1,722	*12*	11,338	*18*	2,517	*5*	3,601	*19*	52,42	*15*	1960	
1,795	*12*	1,873	*9*	11,348	*—*	2,521	*—*	3,764	*5*	55,301	*5*	1961	
1,991	*11*	2,031	*8*	13,162	*..*	2,634	*4*	4,350	*16*	59,913	*..*	1962	
2,196	*10*	2,196	*8*	13,855	*5*	2,829	*7*	4,918	*13*	64,957	*8*	1963	
2,499	*14*	2,410	*10*	15,978	*15*	3,432	*21*	6,069	*23*	74,128	*14*	1964	
2,745	*10*	2,696	*12*	16,839	*5*	3,802	*11*	7,779	*28*	82,740	*12*	1965	
3,057	*11*	2,981	*11*	18,741	*11*	4,809	*26*	9,047	*16*	92,608	*12*	1966	
3,328	*9*	3,181	*7*	20,297	*8*	5,886	*22*	9,759	*8*	99,143	*7*	1967	
3,645	*10*	3,599	*13*	23,105	*14*	7,335	*25*	12,185	*25*	114,175	*15*	1968	
57	*13*	258	*—*	1,362	*- 3*	232	*- 5*	138	*9*	4,828	*1*	1958	Chemicals
66	*17*	306	*19*	1,502	*10*	243	*5*	167	*21*	5,473	*13*	1959	(Section 5)
74	*12*	362	*18*	1,702	*13*	189	*-22*	169	*2*	6,098	*11*	1960	
80	*8*	387	*7*	1,756	*3*	183	*- 3*	189	*12*	6,477	*6*	1961	
89	*11*	416	*8*	1,876	*..*	201	*10*	261	*38*	6,925	*..*	1962	
103	*16*	466	*12*	2,009	*7*	219	*9*	315	*21*	7,667	*11*	1963	
124	*20*	526	*13*	2,364	*18*	250	*14*	384	*22*	8,911	*16*	1964	
139	*12*	585	*11*	2,402	*2*	291	*16*	547	*43*	9,944	*12*	1965	
160	*15*	650	*11*	2,676	*11*	346	*19*	669	*22*	11,206	*13*	1966	
172	*7*	703	*8*	2,803	*5*	372	*8*	684	*2*	12,090	*8*	1967	
197		811	*15*	3,289	*17*	408	*10*	805	*18*	13,947	*15*	1968	
17	*1*	170	*- 7*	441	*- 7*	15	*-17*	705	*-13*	3,580	*-10*	1958	Textiles other than wool tops
21	*23*	186	*9*	457	*4*	18	*20*	758	*7*	3,845	*7*	1959	(Division 65)
25	*21*	189	*1*	493	*8*	32	*81*	924	*22*	4,456	*16*	1960	
34	*36*	192	*2*	492	*—*	29	*- 9*	877	*- 5*	4,504	*1*	1961	
39	*15*	199	*4*	494	*—*	26	*-10*	922	*5*	4,714	*5*	1962	
41	*5*	207	*4*	491	*- 1*	34	*31*	916	*- 1*	4,958	*5*	1963	
49	*20*	225	*9*	582	*19*	45	*32*	1,038	*13*	5,591	*13*	1964	
53	*8*	234	*4*	528	*- 9*	54	*21*	1,140	*10*	5,850	*5*	1965	
61	*15*	248	*6*	554	*5*	55	*1*	1,271	*12*	6,216	*6*	1966	
71	*16*	251	*1*	531	*- 4*	49	*-11*	1,229	*- 3*	6,087	*- 2*	1967	
74	*5*	280	*12*	522	*- 2*	65	*35*	1,435	*17*	6,193	*14*	1968	
4	*13*	37	*- 8*	161	*- 7*	2	*- 5*	277	*-13*	1,039(f)	*-11*	1958	Cotton fabrics
4	*23*	39	*3*	152	*- 5*	2	*48*	291	*5*	1,077(f)	*4*	1959	(Group 652)
7	*60*	40	*3*	154	*1*	6	*176*	351	*21*	1,224(f)	*14*	1960	
9	*29*	37	*- 7*	149	*- 3*	9	*50*	348	*- 1*	1,188(f)	*- 3*	1961	
9	*—*	35	*- 7*	138	*- 8*	6	*-32*	341	*- 2*	1,102(f)	*- 7*	1962	
8	*-11*	33	*- 6*	124	*-10*	7	*—*	308	*-10*	1,047(f)	*- 5*	1963	
9	*13*	35	*6*	131	*6*	10	*43*	310	*1*	1,089(f	*4*	1964	
8	*- 8*	36	*2*	108	*-18*	11	*16*	303	*- 2*	1,045(f)	*- 4*	1965	
10	*27*	40	*11*	118	*10*	11	*- 4*	286	*- 6*	999(f)	*- 4*	1966	
13	*24*	40	*—*	108	*- 8*	10	*- 7*	248	*-13*	929(f)	*- 7*	1967	
13	*1*	45	*11*	101	*- 7*	16	*57*	238	*- 4*	934(f	*1*	1968	
1	*-33*	8	*-17*	2	*7*	—	—	34	*-24*	426	*-14*	1958	Woollen and worsted fabrics
1	*33*	9	*10*	1	*-19*	—	—	47	*39*	471	*11*	1959	(Item 653·2)
1	*10*	9	*- 2*	1	*—*	—	—	55	*15*	519	*10*	1960	
2	*100*	9	*—*	1	*—*	—	—	37	*-33*	513	*- 1*	1961	
2	*—*	10	*11*	2	*11*	3	*480*	50	*35*	547	*7*	1962	
2	*—*	11	*10*	2	*—*	3	*16*	59	*18*	563	*3*	1963	
3	*50*	12	*9*	2	*—*	—	—	64	*8*	580	*3*	1964	
3	*8*	13	*10*	2	*10*	—	—	87	*36*	616	*6*	1965	
2	*-11*	15	*14*	2	*-15*	—	—	76	*- 12*	627	*2*	1966	
3	*24*	15	*- 1*	2	*- 3*	—	—	85	*12*	578	*- 8*	1967	
3	*13*	14	*- 3*	2	*-17*	—	—	104	*22*	602	*4*	1968	
3	*-11*	12	*8*	83	*-24*	1	*-21*	204	*16*	539	*-14*	1958	Fabrics of synthetic and other
5	*44*	16	*28*	88	*6*	1	*27*	189	*- 8*	542	*1*	1959	man-made fibres
													(Items 653·5, ·6 and ·8)
4	*-20*	16	*3*	85	*- 3*	3	*162*	216	*15*	598	*10*	1960	
5	*25*	13	*-19*	80	*- 6*	1	*-67*	216	*—*	614	*3*	1961	
7	*40*	22	*69*	85	*6*	4	*300*	206	*- 5*	692	*13*	1962	
8	*14*	23	*5*	100	*18*	6	*50*	212	*3*	775	*14*	1963	
8	*—*	25	*9*	117	*17*	4	*-33*	235	*11*	886	*14*	1964	
9	*14*	24	*- 4*	110	*- 6*	—	—	346	*47*	1,039	*17*	1965	
10	*10*	24	*2*	113	*3*	—	—	428	*24*	1,134	*9*	1966	
14	*31*	28	*17*	114	*—*	3	*..*	447	*5*	1,166	*3*	1967	
13	*- 7*	32	*14*	107	*- 6*	7	*157*	520	*16*	1,341	*15*	1968	
247	*- 2*	99	*9*	1,284	*-30*	633	*-16*	370	*15*	7,582	*-11*	1958	Base metals and miscellaneous
273	*11*	115	*16*	991	*-23*	742	*17*	401	*8*	8,000	*6*	1959	manufactures of metal
325	*19*	97	*-17*	1,531	*54*	869	*17*	561	*40*	9,785	*22*	1960	(Division 67, 68, and 69 exclud-
356	*10*	95	*- 2*	1,322	*-14*	832	*- 4*	559	*—*	9,580	*- 2*	1961	ing Group 681)
355	*—*	99	*4*	1,353	*..*	840	*- 4*	742	*33*	9,680	*..*	1962	
388	*9*	109	*10*	1,433	*6*	884	*5*	942	*27*	10,052	*4*	1963	
463	*19*	125	*15*	1,725	*20*	1,021	*15*	1,203	*28*	11,730	*17*	1964	
525	*13*	151	*20*	1,722	*—*	1,124	*10*	1,718	*43*	13,588	*16*	1965	
612	*17*	176	*17*	1,755	*2*	1,212	*8*	1,778	*3*	14,311	*5*	1966	
651	*6*	182	*3*	1,704	*- 3*	1,340	*11*	1,779	*—*	14,939	*4*	1967	
707	*9*	205	*13*	1,852	*9*	1,555	*16*	2,336	*31*	16,733	*12*	1968	

Table 8. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage change on a year earlier in italics

SITC Category		From United Kingdom		From EEC Countries: Total		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands	
Iron and steel (Division 67)	1958	523	*-12*	2,510	*- 8*	798	*-15*	742	*-10*	690	*- 3*	148	*7*	132	*19*
	1959	536	*2*	2,787	*11*	927	*16*	752	*7*	812	*18*	149	*1*	148	*12*
	1960	603	*13*	3,481	*25*	1,246	*34*	954	*27*	893	*10*	198	*33*	189	*28*
	1961	591	*- 2*	3,370	*- 3*	1,288	*3*	853	*-11*	884	*- 1*	170	*-14*	175	*- 7*
	1962	560	*- 5*	3,239	*- 4*	1,245	*- 2*	884	*4*	769	*-13*	169	*- 1*	172	*- 2*
	1963	573	*2*	3,166	*- 2*	1,146	*- 8*	885	*—*	757	*- 2*	169	*—*	209	*22*
	1964	609	*6*	3,616	*14*	1,235	*8*	1,031	*16*	888	*17*	242	*43*	220	*5*
	1965	656	*8*	4,137	*14*	1,417	*15*	1,144	*11*	966	*9*	367	*51*	243	*11*
	1966	602	*- 8*	4,086	*- 1*	1,461	*3*	1,100	*- 4*	923	*- 5*	340	*- 7*	262	*8*
	1967	632	*5*	4,532	*11*	1,759	*20*	1,162	*6*	952	*3*	355	*4*	305	*17*
	1968	639	*1*	4,858	*7*	1,829	*4*	1,311	*13*	1,013	*6*	394	*11*	311	*2*
Machinery and transport equipment (Section 7)	1958	3,798	*4*	6,806	*14*	3,981	*11*	427	*12*	1,174	*18*	687	*18*	537	*17*
	1959	4,022	*6*	7,528	*11*	4,304	*8*	427	*—*	1,382	*18*	774	*13*	641	*19*
	1960	4,291	*7*	8,998	*20*	4,989	*16*	488	*14*	1,713	*24*	1,053	*36*	755	*18*
	1961	4,551	*6*	10,244	*14*	5,745	*15*	596	*22*	1,782	*4*	1,268	*20*	853	*13*
	1962	4,649	*2*	11,193	*9*	6,127	*7*	709	*19*	1,975	*11*	1,432	*13*	950	*11*
	1963	5,062	*9*	12,438	*11*	6,817	*11*	839	*18*	2,159	*9*	1,579	*10*	1,044	*10*
	1964	5,123	*1*	14,057	*13*	7,531	*10*	1,037	*24*	2,302	*7*	1,846	*17*	1,341	*28*
	1965	5,564	*9*	15,726	*12*	6,269	*10*	1,285	*24*	2,642	*15*	2,177	*18*	1,352	*1*
	1966	6,106	*10*	17,660	*12*	9,296	*12*	1,333	*4*	3,002	*14*	2,572	*18*	1,457	*8*
	1967	5,814	*- 5*	18,896	*7*	9,783	*5*	1,370	*3*	3,304	*10*	2,954	*15*	1,486	*2*
	1968	6,212	*7*	21,829	*16*	11,353	*16*	1,577	*15*	3,726	*13*	3,508	*19*	1,665	*12*
Machinery other than electric (Division 71)	1958	1,528	*1*	2,863	*8*	1,886	*8*	151	*5*	369	*12*	307	*9*	150	*8*
	1959	1,682	*10*	3,015	*5*	1,928	*2*	152	*1*	419	*14*	338	*10*	178	*19*
	1960	1,914	*14*	3,729	*24*	2,255	*17*	190	*23*	563	*34*	516	*53*	206	*16*
	1961	2,187	*14*	4,572	*23*	2,832	*26*	240	*26*	650	*15*	613	*19*	237	*15*
	1962	2,239	*2*	5,117	*12*	3,077	*9*	288	*20*	760	*17*	707	*15*	285	*20*
	1963	2,407	*8*	5,492	*7*	3,299	*7*	300	*4*	812	*7*	793	*12*	288	*1*
	1964	2,413	*—*	6,067	*10*	3,588	*9*	374	*25*	911	*12*	863	*9*	331	*15*
	1965	2,611	*8*	6,846	*13*	3,933	*10*	423	*13*	1,064	*17*	1,038	*20*	387	*17*
	1966	2,922	*12*	7,982	*17*	4,564	*16*	440	*4*	1,234	*16*	1,287	*24*	457	*18*
	1967	2,858	*-22*	8,843	*11*	4,952	*8*	457	*4*	1,407	*14*	1,516	*18*	509	*12*
	1968	3,045	*7*	9,896	*12*	5,498	*11*	515	*12*	1,592	*13*	1,731	*14*	561	*10*
Electric machinery, apparatus and appliances (Division 72)	1958	639	*- 2*	1,305	*11*	692	*5*	114	*12*	209	*23*	68	*26*	226	*19*
	1959	666	*4*	1,464	*12*	801	*16*	96	*-15*	220	*5*	77	*13*	270	*19*
	1960	682	*2*	1,762	*20*	881	*10*	114	*18*	282	*28*	137	*78*	348	*29*
	1961	760	*11*	2,038	*16*	1,022	*16*	132	*16*	319	*13*	167	*22*	398	*14*
	1962	803	*6*	2,217	*9*	1,085	*6*	159	*20*	348	*9*	209	*25*	416	*5*
	1963	891	*11*	2,474	*12*	1,173	*8*	187	*18*	392	*13*	262	*25*	460	*11*
	1964	881	*- 1*	2,913	*18*	1,311	*12*	233	*25*	449	*15*	342	*31*	578	*26*
	1965	925	*5*	3,325	*14*	1,478	*13*	259	*11*	535	*19*	430	*26*	623	*8*
	1966	967	*5*	3,548	*7*	1,619	*10*	256	*- 1*	556	*4*	494	*15*	623	*—*
	1967	951	*- 2*	3,871	*9*	1,761	*9*	262	*2*	591	*6*	594	*20*	663	*6*
	1968	983	*3*	4,345	*12*	1,947	*11*	291	*11*	676	*14*	698	*18*	733	*11*
Transport equipment (Division 73)	1958	1,631	*9*	2,634	*21*	1,403	*20*	162	*19*	596	*20*	312	*28*	161	*24*
	1959	1,674	*3*	3,049	*16*	1,575	*12*	178	*10*	743	*25*	359	*15*	194	*20*
	1960	1,695	*1*	3,506	*15*	1,853	*18*	185	*4*	868	*17*	400	*11*	200	*3*
	1961	1,605	*- 5*	3,634	*4*	1,891	*2*	224	*21*	813	*- 6*	488	*22*	218	*9*
	1962	1,607	*—*	3,861	*6*	1,966	*4*	262	*17*	868	*7*	516	*6*	249	*14*
	1963	1,764	*10*	4,472	*16*	2,345	*19*	353	*35*	955	*10*	524	*2*	295	*18*
	1964	1,829	*4*	5,078	*14*	2,632	*12*	430	*22*	943	*- 1*	641	*22*	432	*46*
	1965	2,028	*11*	5,555	*9*	2,858	*9*	604	*40*	1,043	*11*	709	*11*	341	*-21*
	1966	2,217	*9*	6,128	*10*	3,112	*9*	637	*5*	1,212	*16*	790	*12*	377	*11*
	1967	2,005	*-10*	6,182	*1*	3,070	*- 1*	651	*2*	1,305	*8*	844	*7*	313	*-17*
	1968	2,184	*9*	7,588	*23*	3,908	*27*	772	*19*	1,459	*12*	1,079	*28*	371	*18*
Passenger road motor vehicles complete and chassis (other than buses or motor-cycles) (Items 732·1 and 732·6)	1958	524	*19*	1,170	*34*	659	*33*	49	*8*	312	*41*	139	*39*	11	*51*
	1959	624	*19*	1,520	*30*	784	*19*	67	*37*	471	*51*	183	*32*	13	*15*
	1960	630	*1*	1,644	*8*	895	*14*	88	*30*	469	*—*	174	*- 5*	18	*43*
	1961	415	*-34*	1,609	*- 2*	957	*8*	100	*14*	354	*-25*	184	*6*	14	*-22*
	1962	604	*50*	1,918	*19*	1,067	*11*	138	*38*	429	*21*	268	*46*	16	*14*
	1963	666	*10*	2,240	*17*	1,324	*24*	146	*6*	497	*16*	253	*- 6*	20	*25*
	1964	721	*8*	2,495	*11*	1,514	*14*	218	*49*	442	*-11*	281	*11*	41	*105*
	1965	705	*- 2*	2,838	*14*	1,636	*8*	367	*69*	494	*12*	301	*7*	39	*- 4*
	1966	659	*- 6*	3,095	*9*	1,779	*9*	376	*2*	537	*9*	368	*22*	35	*-11*
	1967	586	*-11*	3,137	*1*	1,698	*- 5*	392	*4*	595	*11*	414	*13*	38	*11*
	1968	676	*15*	4,085	*30*	2,254	*33*	512	*31*	698	*17*	565	*36*	57	*48*
Buses, trucks, lorries, complete and chassis) (Items 732·2, ·3, ·4 and ·7)	1958	236	*- 7*	326	*13*	210	*10*	13	*30*	85	*25*	14	*-11*	4	*99*
	1959	257	*9*	342	*5*	224	*7*	14	*8*	85	*—*	13	*- 7*	6	*50*
	1960	302	*17*	401	*17*	245	*9*	14	*1*	104	*23*	26	*93*	13	*116*
	1961	356	*18*	406	*1*	270	*12*	20	*43*	74	*-29*	27	*4*	15	*15*
	1962	328	*- 8*	417	*3*	270	*—*	25	*25*	70	*- 5*	38	*41*	14	*- 7*
	1963	355	*8*	423	*1*	268	*- 1*	26	*4*	73	*4*	39	*3*	17	*21*
	1964	363	*2*	494	*17*	306	*14*	32	*23*	78	*7*	57	*46*	20	*18*
	1965	386	*6*	511	*3*	305	*- 1*	41	*25*	78	*—*	62	*8*	26	*28*
	1966	403	*4*	647	*27*	336	*10*	99	*145*	97	*25*	82	*33*	33	*26*
	1967	328	*-18*	664	*3*	350	*4*	92	*- 7*	96	*- 2*	94	*15*	32	*- 1*
	1968	318	*- 3*	776	*17*	461	*32*	72	*-22*	113	*18*	94	*—*	36	*12*

Table 8. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage change on a year earlier in italics

From Sweden		From Switzerland		From United States (b)		From Canada		From Japan		Total (b)		Exporter	SITC Category
138	*- 1*	7	*1*	612	*-45*	75	*-35*	250	*19*	4,115	*-16*	1958	Iron and steel
156	*13*	9	*20*	409	*-33*	125	*67*	253	*1*	4,275	*4*	1959	(Division 67)
197	*26*	12	*37*	658	*61*	155	*24*	388	*53*	5,494	*29*	1960	
223	*13*	16	*33*	508	*-23*	130	*-16*	380	*- 2*	5,218	*- 5*	1961	
217	*- 3*	14	*-12*	471	*- 7*	140	*8*	531	*40*	5,172	*- 1*	1962	
237	*9*	15	*7*	523	*11*	171	*22*	699	*32*	5,384	*4*	1963	
292	*23*	17	*13*	675	*29*	212	*24*	910	*30*	6,331	*18*	1964	
322	*10*	21	*19*	629	*- 7*	212	*—*	1,290	*42*	7,267	*14*	1965	
357	*11*	25	*19*	558	*-11*	227	*7*	1,293	*—*	7,147	*- 2*	1966	
407	*14*	24	*- 3*	561	*1*	232	*3*	1,273	*- 2*	7,661	*7*	1967	
436	*7*	25	*6*	610	*9*	316	*36*	1,713	*35*	8,597	*12*	1968	
634	*9*	458	*7*	5,242	*- 8*	453	*17*	627	*—*	18,016	*4*	1958	Machinery and transport equipment
668	*5*	478	*4*	5,161	*- 2*	413	*- 9*	810	*29*	19,079	*6*	1959	(Section 7)
782	*17*	550	*15*	5,993	*16*	428	*4*	928	*15*	21,969	*15*	1960	
884	*14*	633	*15*	6,104	*2*	501	*17*	1,120	*21*	24,037	*9*	1961	
1,034	*17*	693	*9*	7,546	..	584	*17*	1,233	*10*	26,932	..	1962	
1,127	*9*	743	*7*	7,856	*4*	644	*10*	1,469	*19*	29,339	*9*	1963	
1,254	*11*	796	*7*	8,976	*14*	945	*47*	1,958	*33*	33,109	*13*	1964	
1,388	*11*	894	*12*	9,613	*7*	1,187	*26*	2,643	*35*	37,014	*12*	1965	
1,517	*9*	985	*10*	10,808	*12*	1,928	*62*	3,308	*25*	42,312	*14*	1966	
1,673	*10*	1,057	*7*	12,146	*12*	2,830	*47*	3,817	*15*	46,232	*9*	1967	
1,815	*9*	1,214	*15*	13,952	*15*	3,863	*37*	4,925	*29*	53,811	*16*	1968	
260	*- 2*	342	*5*	2,765	*- 7*	220	*11*	134	*4*	8,113	*1*	1958	Machinery other than electric
287	*10*	368	*8*	2,765	*—*	261	*19*	170	*27*	8,548	*5*	1959	(Division 71)
353	*23*	420	*14*	3,166	*15*	260	*—*	222	*30*	10,064	*18*	1960	
437	*24*	477	*14*	3,532	*12*	264	*2*	313	*41*	11,782	*17*	1961	
515	*18*	528	*11*	3,906	..	305	*13*	335	*7*	12,945	..	1962	
513	*—*	566	*7*	4,006	*3*	343	*12*	339	*1*	13,666	*6*	1963	
577	*12*	603	*7*	4,619	*15*	435	*27*	481	*42*	15,195	*11*	1964	
625	*8*	664	*10*	5,013	*9*	486	*12*	624	*30*	16,868	*11*	1965	
752	*20*	736	*11*	5,515	*10*	676	*39*	813	*30*	19,397	*15*	1966	
789	*5*	785	*7*	5,925	*7*	780	*15*	928	*14*	20,908	*8*	1967	
861	*9*	884	*13*	6,289	*6*	911	*17*	1,167	*26*	23,054	*10*	1968	
95	*10*	91	*6*	794	*- 1*	37	*- 1*	99	*27*	3,064	*5*	1958	Electric machinery, apparatus
93	*- 2*	94	*3*	775	*- 2*	44	*19*	198	*100*	3,334	*9*	1959	and appliances (Division 72)
113	*22*	119	*27*	786	*1*	64	*46*	274	*39*	3,800	*14*	1960	
121	*7*	143	*20*	955	*22*	78	*20*	337	*23*	4,432	*17*	1961	
143	*18*	150	*4*	1,361	..	90	*17*	426	*26*	5,190	..	1962	
166	*16*	166	*11*	1,492	*10*	102	*13*	516	*21*	5,807	*12*	1963	
219	*32*	181	*9*	1,665	*12*	118	*16*	638	*24*	6,615	*14*	1964	
224	*3*	212	*17*	1,661	*—*	212	*80*	775	*22*	7,334	*11*	1965	
264	*18*	229	*8*	1,899	*14*	273	*29*	1,055	*36*	8,236	*12*	1966	
283	*7*	249	*9*	2,097	*10*	310	*13*	1,156	*10*	8,917	*8*	1967	
329	*16*	304	*22*	2,286	*9*	386	*25*	1,522	*32*	10,155	*14*	1968	
279	*23*	24	*63*	1,683	*-12*	195	*29*	395	*- 7*	6,841	*7*	1958	Transport equipment
288	*3*	16	*-33*	1,621	*- 5*	107	*-45*	442	*12*	7,197	*5*	1959	(Division 73)
316	*10*	11	*-33*	2,041	*26*	103	*- 4*	433	*- 2*	8,105	*13*	1960	
326	*3*	13	*18*	1,617	*-21*	159	*54*	470	*9*	7,824	*- 3*	1961	
376	*17*	15	*17*	2,280	..	189	*21*	472	*—*	8,800	..	1962	
447	*19*	11	*-27*	2,357	*3*	200	*6*	614	*30*	9,865	*12*	1963	
459	*3*	12	*9*	2,691	*14*	393	*97*	839	*37*	11,301	*15*	1964	
539	*18*	18	*54*	2,939	*9*	489	*25*	1,243	*48*	12,811	*13*	1965	
501	*- 7*	20	*13*	3,394	*16*	978	*100*	1,439	*16*	14,679	*15*	1966	
601	*20*	23	*11*	4,124	*21*	1,740	*78*	1,734	*20*	16,408	*12*	1967	
626	*4*	26	*14*	5,377	*30*	2,565	*47*	2,236	*29*	20,602	*26*	1968	
38	*79*	7	*21*	277	*-13*	20	*-14*	5	*38*	2,041	*21*	1958	Passenger road motor vehicles
55	*44*	8	*17*	236	*-15*	18	*-12*	8	*57*	2,469	*21*	1959	complete, and chassis (other than buses or motor cycles)
61	*12*	1	*-92*	258	*9*	25	*42*	16	*106*	2,635	*7*	1960	(Items 732.1 and 732.6)
59	*- 3*	—	—	235	*- 9*	18	*-28*	23	*44*	2,377	*-10*	1961	
71	*20*	—	—	264	*12*	20	*11*	30	*30*	2,907	*22*	1962	
87	*23*	—	—	276	*5*	27	*35*	39	*30*	3,335	*15*	1963	
101	*16*	—	—	338	*22*	65	*141*	77	*97*	3,798	*14*	1964	
116	*14*	—	—	403	..	140	*115*	115	*50*	4,318	..	1965	
145	*25*	—	—	576	*43*	398	*185*	176	*53*	5,050	*17*	1966	
186	*28*	1	*32*	824	*43*	815	*105*	251	*42*	5,798	*15*	1967	
209	*13*	—	—	982	*19*	1,258	*54*	462	*84*	7,672	*32*	1968	
35	*—*	—	—	300	*-32*	11	*- 7*	14	*-24*	922	*-12*	1958	Buses, trucks, lorries, complete
37	*6*	—	—	333	*11*	15	*36*	34	*143*	1,018	*10*	1959	and chassis (Items, 732.2, .3, .4 and .7)
48	*29*	—	—	372	*12*	15	*—*	62	*85*	1,200	*18*	1960	
60	*25*	—	—	361	*- 3*	5	*-67*	58	*- 6*	1,273	*6*	1961	
67	*12*	—	—	249	*- 3*	4	*-20*	84	*45*	1,149	*-10*	1962	
64	*- 4*	—	—	268	*8*	10	*150*	95	*13*	1,215	*6*	1963	
76	*19*	—	—	342	*28*	13	*30*	103	*8*	1,391	*14*	1964	
74	*- 3*	2	—	402	..	33	*141*	121	*17*	1,530	..	1965	
93	*26*	1	*-39*	446	*11*	163	*400*	128	*6*	1,882	*23*	1966	
87	*- 7*	2	*80*	500	*12*	305	*88*	182	*42*	2,068	*10*	1967	
95	*10*	3	*20*	518	*4*	446	*46*	248	*36*	2,404	*16*	1968	

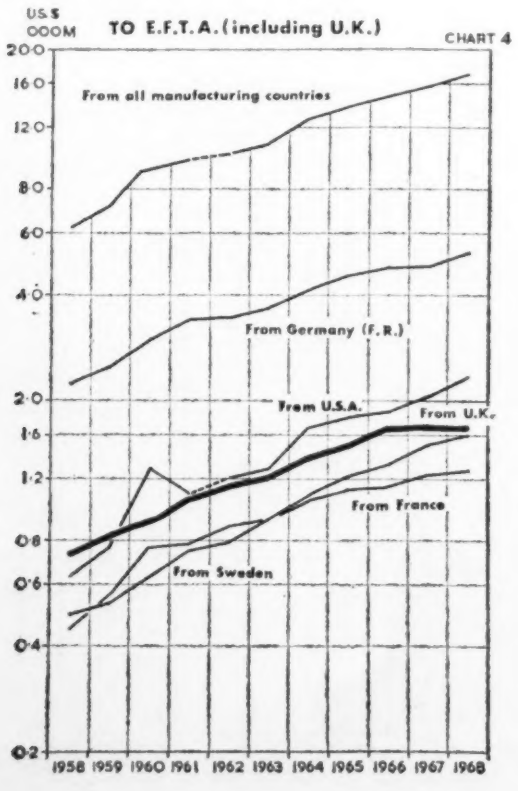
Table 8. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage change on a year earlier in italics

SITC Category		United Kingdom		From EEC Countries: Total		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands	
Bodies, chassis and other parts for road motor vehicles (Item 732·8)	1958	217	*15*	167	*15*	100	*21*	4	*–16*	40	*26*	20	*–13*	3	*– 1*
	1959	239	*10*	215	*29*	133	*33*	4	*15*	47	*16*	27	*32*	4	*31*
	1960	295	*23*	304	*42*	181	*37*	8	*91*	73	*57*	35	*33*	6	*58*
	1961	300	*2*	374	*23*	237	*29*	11	*38*	81	*11*	41	*17*	8	*33*
	1962	320	*7*	412	*10*	267	*13*	10	*– 9*	75	*– 7*	51	*24*	9	*13*
	1963	351	*10*	462	*12*	291	*11*	12	*20*	89	*19*	59	*16*	11	*22*
	1964	398	*13*	550	*19*	342	*18*	26	*117*	103	*16*	68	*15*	12	*9*
	1965	462	*16*	737	*34*	438	*28*	67	*162*	135	*31*	82	*20*	15	*27*
	1966	501	*9*	878	*19*	483	*10*	82	*22*	193	*43*	102	*24*	19	*27*
	1967	483	*– 4*	906	*3*	484	*—*	77	*– 7*	197	*2*	128	*26*	21	*9*
	1968	539	*12*	1,100	*21*	581	*20*	92	*20*	241	*22*	161	*25*	25	*20*
Other manufactures (Section 8 and rest of Section 6)	1958	1,215	*– 6*	3,007	*4*	1,197	*3*	463	*2*	712	*5*	331	*2*	304	*5*
	1959	1,316	*8*	3,536	*18*	1,348	*13*	571	*23*	831	*17*	422	*27*	364	*20*
	1960	1,419	*8*	4,152	*17*	1,534	*14*	582	*2*	1,015	*22*	624	*48*	397	*9*
	1961	1,549	*9*	4,476	*8*	1,613	*5*	642	*10*	1,026	*1*	757	*21*	438	*10*
	1962	1,604	*4*	4,893	*9*	1,710	*6*	737	*15*	1,087	*6*	892	*18*	467	*7*
	1963	1,781	*11*	5,564	*14*	1,982	*16*	828	*12*	1,191	*10*	1,049	*18*	514	*10*
	1964	1,992	*12*	6,456	*16*	2,229	*12*	1,020	*23*	1,341	*13*	1,256	*20*	610	*19*
	1965	2,172	*9*	7,256	*12*	2,441	*10*	1,127	*10*	1,506	*12*	1,488	*18*	695	*14*
	1966	2,372	*9*	8,324	*15*	2,784	*14*	1,286	*14*	1,661	*10*	1,820	*22*	773	*×11*
	1967	2,433	*3*	8,953	*8*	3,081	*11*	1,342	*4*	1,725	*4*	1,984	*9*	821	*6*
	1968	2,756	*13*	10,460	*17*	3,571	*16*	1,558	*16*	1,958	*14*	2,440	*23*	933	*14*

EXPORTS OF MANUFACTURES BY MARKET *(continued)*

From Main exporting countries (Ratio Scales)



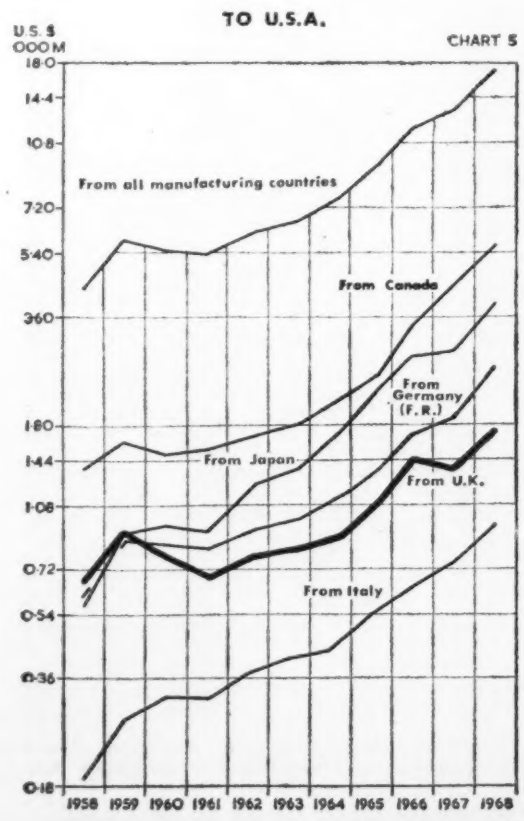
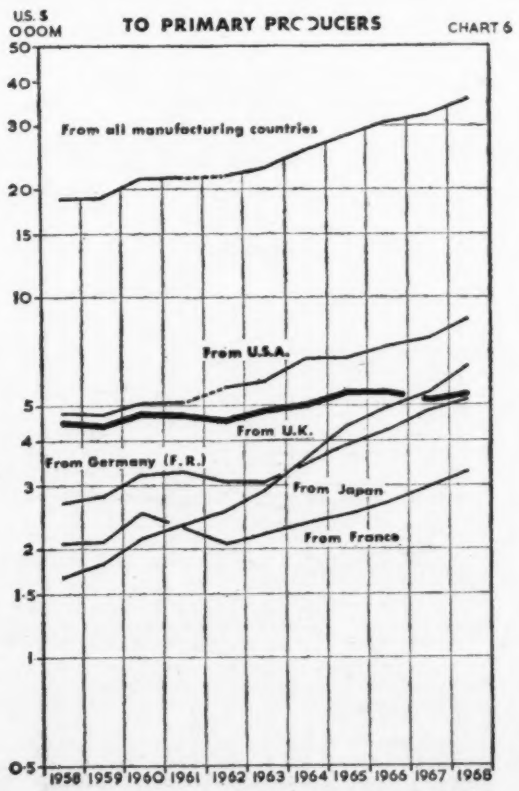


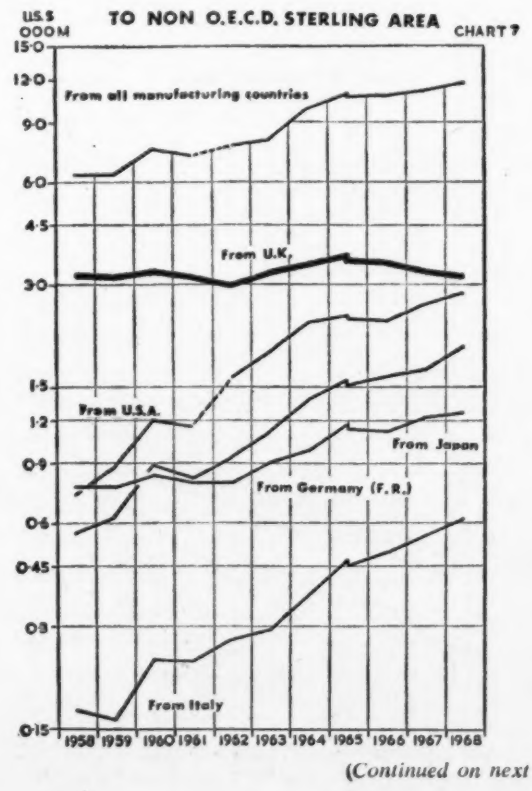
Table 8. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage change on a year earlier in italics

From Sweden		From Switzerland		From United States (b)		From Canada		From Japan		Total (b)			SITC Category
8	*23*	—	—	582	—	21	*5*	7	*9*	1,003	*3*	1958	Bodies, chassis and other parts of road motor vehicles (Item 732.8)
11	*41*	—	—	661	*14*	28	*33*	10	*51*	1,164	*16*	1959	
13	*17*	—	—	686	*4*	39	*39*	13	*23*	1,351	*16*	1960	
19	*46*	—	—	684	—	26	*-10*	15	*15*	1,418	*5*	1961	
22	*16*	—	—	802	*17*	22	*-15*	15	—	1,596	*13*	1962	
27	*23*	—	—	903	*13*	33	*50*	17	*13*	1,793	*12*	1963	
31	*15*	3	—	866	*- 4*	68	*106*	23	*35*	1,940	*8*	1964	
38	*23*	4	*25*	1,127	..	139	*104*	28	*22*	2,535	..	1965	
46	*24*	4	*5*	1,269	*13*	263	*90*	41	*43*	3,002	*19*	1966	
54	*16*	4	*11*	1,351	*6*	371	*41*	52	*27*	3,221	*7*	1967	
62	*15*	5	*30*	1,799	*33*	548	*48*	78	*50*	4,131	*28*	1968	
307	*1*	434	*- 9*	1,445	*1*	897	*- 5*	668	*4*	7,973	—	1958	Other manufactures (Section 8 and rest of Section 6)
333	*8*	457	*5*	1,520	*5*	974	*9*	899	*35*	9,035	*13*	1959	
397	*19*	524	*15*	1,620	*7*	999	*3*	1,020	*13*	10,131	*12*	1960	
441	*11*	563	*7*	1,675	*3*	976	*- 2*	1,019	—	10,699	*6*	1961	
475	*8*	624	*11*	1,893	..	981	*1*	1,192	*17*	11,660	..	1962	
537	*13*	671	*8*	2,066	*9*	1,048	*7*	1,276	*7*	12,943	*11*	1963	
609	*13*	737	*10*	2,331	*13*	1,171	*12*	1,487	*17*	14,784	*14*	1964	
640	*5*	832	*13*	2,565	*10*	1,146	*- 2*	1,731	*16*	16,343	*11*	1965	
707	*10*	923	*11*	2,947	*15*	1,269	*11*	2,021	*17*	18,563	*14*	1966	
762	*8*	989	*7*	3,114	*6*	1,296	*2*	2,249	*11*	19,795	*7*	1967	
851	*12*	1,089	*10*	3,490	*12*	1,443	*11*	2,683	*19*	22,772	*15*	1968	

EXPORTS OF MANUFACTURES BY MARKET *(continued)* **From Main exporting countries (Ratio Scales)**





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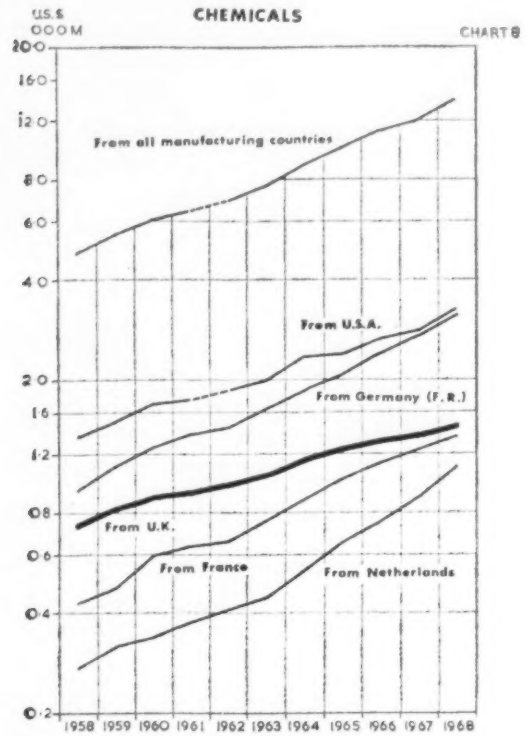
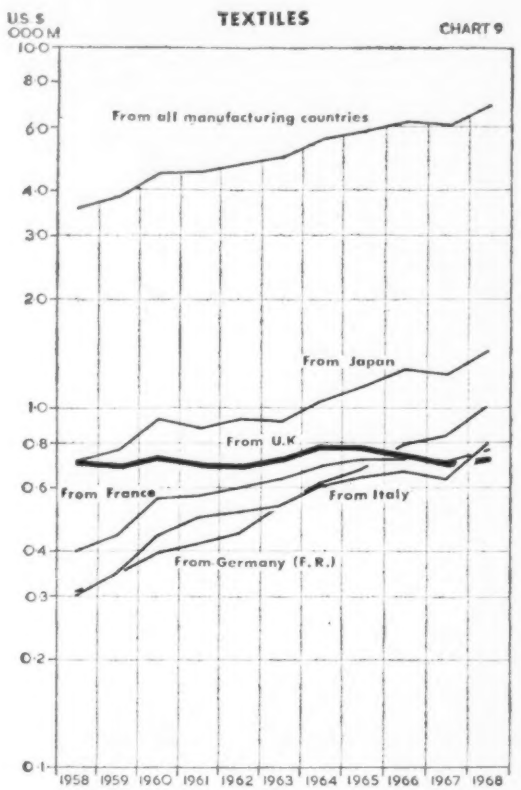
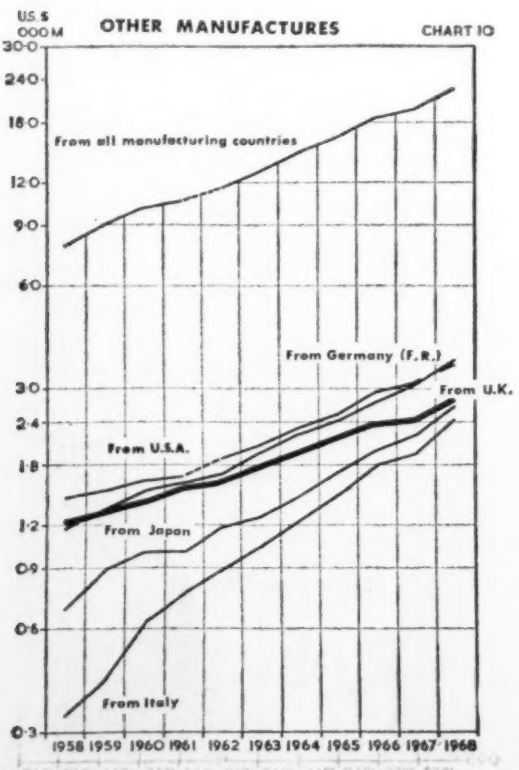
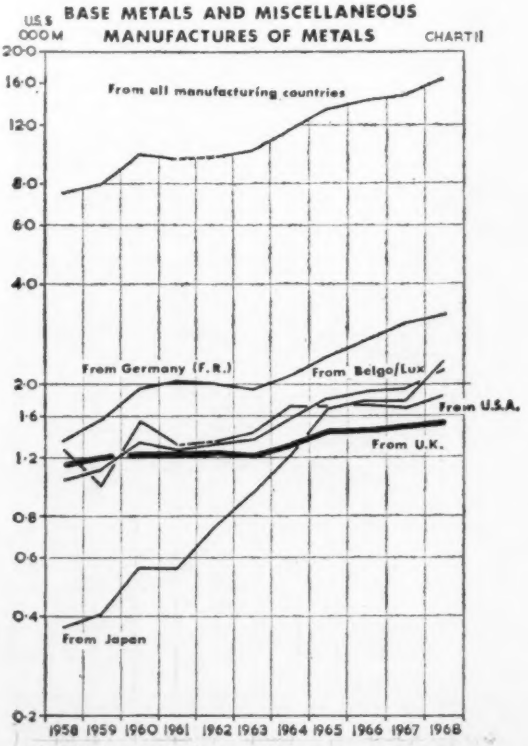
EXPORTS OF MANUFACTURES BY COMMODITY From m ain exporting countries (Ratio Scales)

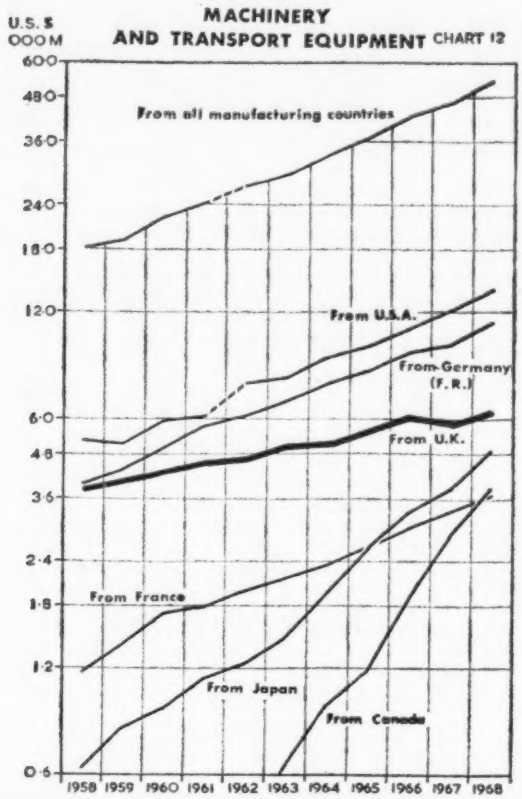


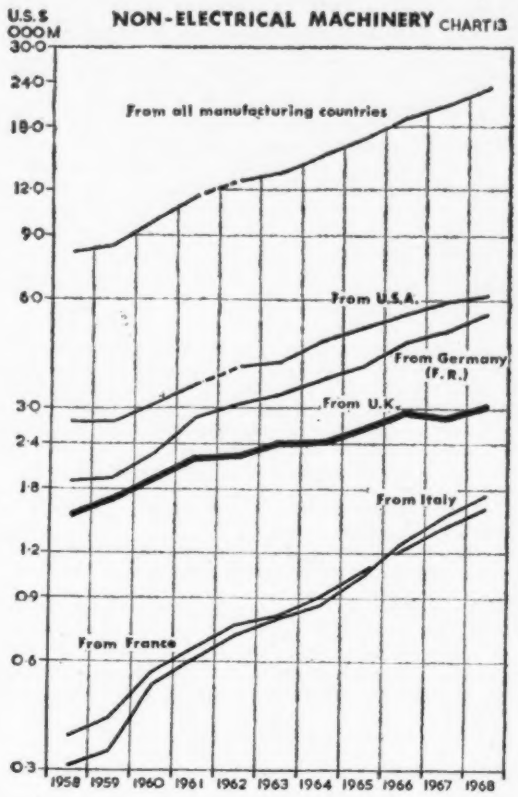


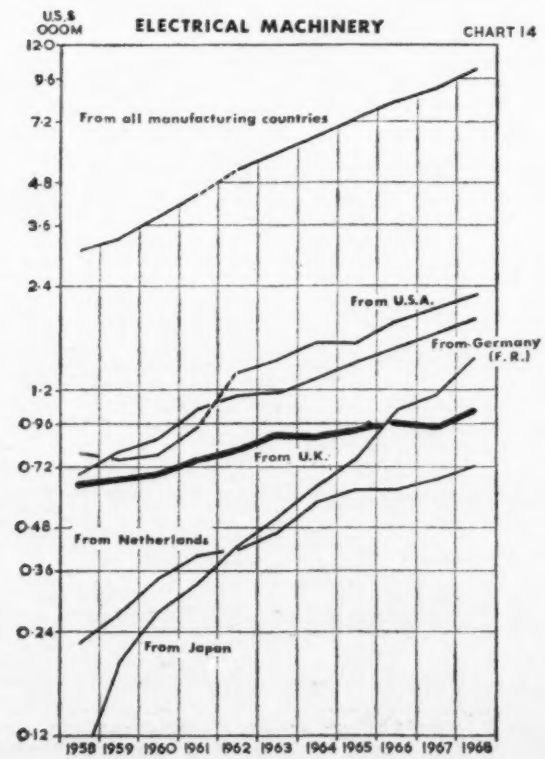


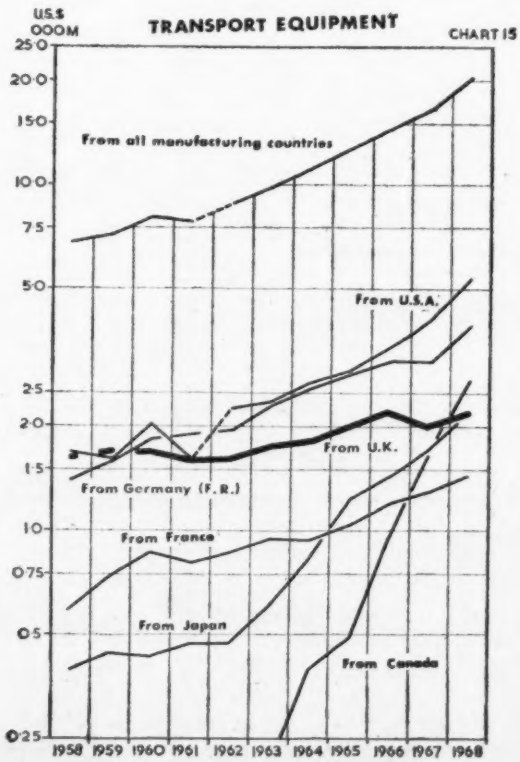


EXPORTS OF MANUFACTURES BY COMMODITY (*continued*) **From main exporting countries (Ratio Scales)**









Trends in insurance companies' investment

NET INVESTMENT by insurance companies during the second quarter of 1969 at £209 million was £26 million (14·2 per cent) higher than for the previous quarter and £35 million (20·1 per cent) above the figure for the comparable quarter in 1968. Although this was the highest quarterly net investment by insurance companies since the first quarter of 1968, investment in the first half of 1969 was 4 per cent lower than in the corresponding period of 1968.

Life funds

Life funds accounted for all the net investment during the quarter. At £222 million their investment was £40 million (21·9 per cent) higher than the previous quarter. There was a net investment of £43 million in British government securities (mainly long-dated) compared with a disinvestment of £3 million in the previous quarter, and a continuation of the disinvestment which began in the first quarter of 1969 in United Kingdom local authority securities. Net investment in company securities at £68 million was lower by £44 million (39·5 per cent) than in the previous quarter, largely accounted for by a fall of £35 million (47·3 per cent) in the level of investment in debentures compared with the first quarter of 1969; due in the main to a fall in new issues of debentures.

Net investment in mortgages, house purchase loans, etc., at £103 million was only marginally higher than in the previous quarter, but was nearly double the investment in the second quarter of 1968. Within the overall figure of £103 million the pattern of investment was very similar to that of the first quarter of 1969. Net investment for land property and ground rents although only £3.5 million lower than in the previous quarter was £20 million above the figure recorded for the 2nd quarter of 1968. In the quarter under review cash and other short-term assets rose by £13 million, a sharp turn-round from the fall of £26 million recorded in the previous quarter.

General funds

In the second quarter of 1969, general funds showed their highest net disinvestment (£13 million) since this quarterly series of statistics began. There were small net investments in company securities (£2·3 million), mortgages, house purchase loans and other investments (£1·3 million) and United Kingdom local authority securities (£0·3 million), and cash and other short-term assets rose by £8 million (compared with a fall of £7 million in the previous quarter); but these investments were outweighed by a net disinvestment of £25 million in British government securities.

Notes:

The statistics relate to the United Kingdom insurance companies and the commonwealth life companies (in respect of their United Kingdom business) which are members of the British Insurance Association, and to collecting friendly societies. The figures exclude direct investment in overseas branches or subsidiaries, and also exclude assets held by, or on behalf of those branches, even if they are held in the United Kingdom.

Transactions are recorded at cash values. Net investment is the difference between payments made for assets acquired and payments received for assets realized. Full definitions are given in the *Board of Trade Journal* of August 4, 1967 (page 275). The figures have been rounded and totals are not always equal to the sums of their components.

Transactions at cash values in assets of insurance companies

£ million

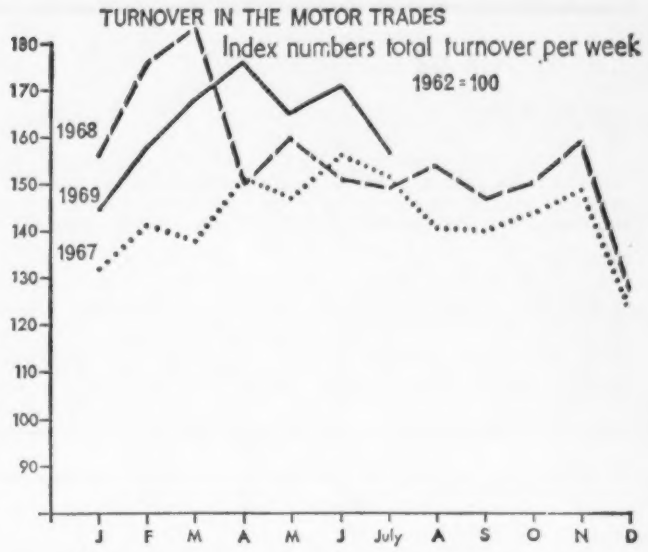
	Combined Funds					General Funds					Life Funds				
	2nd qtr. 1968	1st qtr. 1969	2nd quarter, 1969			2nd qtr. 1968	1st qtr. 1969	2nd quarter, 1969			2nd qtr. 1968	1st qtr. 1969	2nd quarter, 1969		
	Net Investment	Net Investment	Assets Acquired	Assets Realized	Net Investment	Net Investment	Net Investment	Assets Acquired	Assets Realized	Net Investment	Net Investment	Net Investment	Assets Acquired	Assets Realized	Net Investment
British government and government guaranteed securities:															
Period of maturity:															
Up to 5 years	−20·0	−12·8	80·2	79·8	0·4	−2·1	2·4	17·7	18·0	− 0·3	−17·9	−15·2	62·5	61·8	0·7
Over 5 and up to 10 years	0·7	− 1·5	17·7	29·4	−11·7	—	−3·0	3·1	5·2	− 2·0	0·7	1·5	14·5	24·2	−9·7
Over 10 and up to 15 years	5·0	0·3	40·3	27·8	12·5	−0·6	0·2	5·1	9·7	− 4·6	5·6	—	35·2	18·1	17·1
Over 15 years	43·3	− 7·2	232·6	204·1	28·5	−0·6	0·1	10·4	26·8	−16·4	43·9	− 7·4	222·2	177·3	44·8
Undated	3·0	18·1	29·0	40·2	−11·2	0·6	−0·1	0·1	1·5	−1·5	2·4	18·3	28·9	38·6	−9·7
Total	32·0	− 3·1	399·8	381·3	18·5	−2·7	−0·3	36·5	61·2	−24·8	34·7	− 2·8	363·3	320·1	43·2
United Kingdom local authorities, etc., securities	9·4	− 4·1	14·3	18·5	−4·2	0·2	−1·4	2·1	1·9	0·3	9·3	− 2·7	12·1	16·6	−4·5
Company securities:															
Ordinary shares	71·7	43·4	149·7	124·9	24·8	10·0	5·6	26·1	30·0	−4·0	61·7	37·9	123·6	94·9	28·7
Preference shares	− 5·4	1·3	8·8	7·4	1·4	1·3	1·2	3·7	1·8	2·0	− 6·7	0·1	5·1	5·6	−0·5
Debentures, etc.	50·2	76·5	79·5	35·9	43·6	0·1	2·6	7·2	3·0	4·3	50·2	73·8	72·3	33·0	39·3
Total	116·5	121·2	238·0	168·2	69·8	11·4	9·4	37·0	34·8	2·3	105.2	111·8	201·0	133·4	67·6
Other investments:															
Mortgages and loans:															
Home: House purchase loans	14·2	23·8	47·1	25·0	22·2	—	0·4	1·7	1·0	0·7	14·1	23·4	45·5	24·0	21·5
Other mortgages and loans	11·9	31·6	58·5	18·3	40·2	−0·8	−0·2	0·6	0·5	—	12·7	31·8	57·9	17·7	40·2
Overseas	0·4	1·6	0·7	0·3	0·4	—	—	—	—	—	0·4	1·6	0·6	0·3	0·4
Overseas government, etc., securities	2·4	− 3·1	4·9	9·5	− 4·6	0·6	−0·2	1·3	1·8	− 0·5	1·8	− 3·0	3·7	7·7	− 4·1
Land, property and ground rents	25·6	48·4	48·2	2·8	45·4	1·0	0·5	1·1	0·1	1·0	24·6	47·9	47·1	2·8	44·4
Other investments	0·2	0·2	0·7	0·2	0·5	0·1	—	0·1	0.1	—	0·2	0·2	0·6	0·1	0·5
Total	54·7	102·4	160·2	56·2	104·0	0·9	0·5	4·7	3·5	1·3	53·8	101·9	155·4	52·6	102·9
Total of investments	212·7	216·4	812·2	624·0	188·2	9·9	8·1	80·4	101·3	−21·0	202·8	208·3	731·8	522·6	209·2
			Balances					Balances					Balances		
			Mar. 31 1969	June 30, 1969				Mar. 31, 1969	June 30, 1969				Mar. 31, 1969	June 30, 1969	
Cash and other short-term assets:															
Cash in hand and with UK banks	−40·5	−38·7	67·7	76·5	8·9	−9·2	−12·1	54·5	59·3	4·8	−31·3	−26·6	13·2	17·2	4·0
UK local authority bills and temporary money	15·1	1·6	37·9	34·0	− 4·0	1·0	6·4	13·5	9·2	− 4·3	14·7	− 4·8	24·5	24·8	0·3
Other short-term assets	−13·6	4·0	49·4	65·4	16·0	−2·5	−1·5	24·2	31·8	7·6	−11·1	5·5	25·2	33·6	8·3
Total	−38·5	−33·0	155·0	175·9	20·9	−10·8	−7·2	92·2	100·3	8·1	−27·7	−25·8	62·8	75·6	12·8
Total net investment	174·2	183·4			209·0	−0·9	0·9			−12·9	175·1	182·4			222·0

Turnover of the motor trades in July

THE VALUE of total turnover of the motor trades in July was 5 per cent higher than in July 1968, a somewhat larger increase than that of 1 per cent recorded between the first halves of 1968 and 1969. The increase of 5 per cent in the value of sales between July 1968 and July 1969 was probably about the same as the increase in prices in this period.

As in 1967 and 1968, there was a fall in sales of new vehicles between June and July, reflecting the effect of the start of the new index letter year on August 1. In most years previous to 1967 (the year when the time of the index letter change was transferred from January 1 to August 1) sales rose between June and July. In July 1969 sales of new vehicles were, by value 3 per cent higher than a year earlier, an increase which followed a fall of 5 per cent in the first half of 1969 compared with the same six months of 1968. Sales of secondhand vehicles in July were 8 per cent below the level in the same period last year, a similar decrease to that of 5 per cent between the first halves of 1968 and 1969.

Sales of petrol, oil and accessories, together with receipts from servicing and repairs, were 11 per cent higher than in July of last year; this increase is marginally higher than the average level of increases recorded so far this year, but not different from the average level of increases recorded in 1968 as a whole. Some part of this rise in sales is accounted for by price increases.



Index number of turnover per week and percentage increases on a year earlier (†)

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£2,979 million)	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	143	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
	1968	155	172	154	150	144	156	176	183	150	160	151	149	154	147	150	159	127
	1969	163‡	157	171			145	158	165	176	165	171	157*					
	1968	*9*	*26*	*1*	*4*	*5*	*18*	*24*	*33*	*– 1*	*9*	*– 3*	*– 2*	*9*	*5*	*5*	*7*	*3*
	1969	*1§*	*– 9*	*11*			*– 7*	*–10*	*10*	*17*	*3*	*13*	*5*					
Analysis of turnover: Sales of new motor vehicles (£1,119 million)	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
	1968	158	204	148	140	141	185	209	214	136	165	144	130	149	141	149	172	111
	1969	163‡	162	172			141	167	174	190	165	164	135*					
	1968	*9*	*41*	*– 7*	*1*	*2*	*33*	*39*	*48*	*–15*	*6*	*–11*	*–14*	*9*	*6*	*4*	*10*	*– 8*
	1969	*– 4§*	*–21*	*17*			*–24*	*–20*	*–19*	*35*	*Nil*	*14*	*3*					
Sales of secondhand motor vehicles (£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	133	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
	1968	137	158	142	135	112	125	174	173	142	149	137	139	139	129	127	126	90
	1969	141‡	135	150			119	139	147	157	144	148	127*					
	1968	*3*	*27*	*– 6*	*– 5*	*– 4*	*19*	*30*	*31*	*– 4*	*4*	*–13*	*– 6*	*1*	*– 7*	*– 6*	*– 7*	*Nil*
	1969	*– 5§*	*–15*	*5*			*– 5*	*–20*	*–15*	*10*	*– 3*	*9*	*– 8*					
All other sales and receipts (£1,292 million)	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
	1968	160	151	164	165	160	144	147	160	165	161	164	171	166	159	162	161	157
	1969	173‡	162	179			160	158	166	173	174	188	189*					
	1968	*11*	*11*	*12*	*10*	*10*	*5*	*8*	*19*	*15*	*14*	*9*	*9*	*12*	*9*	*10*	*8*	*11*
	1969	*9§*	*7*	*9*			*11*	*7*	*4*	*4*	*8*	*14*	*11*					

† The periods consist of four weeks except those marked * which are five weeks.
‡ Index numbers from period January to July, 1969.
§ Percentage change for period January to July, 1969, compared with the corresponding period of 1968.

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Turnover of the catering trades, laundries and dry cleaners and hairdressers in July

IN JULY the turnover of the catering trades showed a 9 per cent increase compared with the particularly low level recorded for July 1968. There was no change in the total turnover of laundries and dry cleaners or hairdressers between July 1968 and July 1969.

Catering trades

After allowing for seasonal influences the value of the turnover of the catering trades was 2 per cent higher in the three months ended July than in the preceding three months.

Value of catering trades' turnover

Seasonally adjusted index numbers of sales per week (current prices)
1964 = 100

	1967	1968	1969
1st quarter	114	116	122
2nd quarter	113	116	125
3rd quarter	114	118	123
		3 months ended April 1969	
4th quarter	113	122	125
		3 months ended July 1969	

In July 1968 public house turnover, under the influence of abnormally cool and generally wet weather, was depressed and, despite a rise in prices, lower than a year earlier. With the very warm and sunny weather this July, public houses' turnover was restored to a higher level, with an increase of 11 per cent over July 1968. There was a similar recovery in the turnover of restaurants, cafes, etc., with an increase of 8 per cent on a year earlier. Licensed hotels also recorded an increase of 8 per cent in turnover between July 1968 and July 1969, but the turnover of canteens declined by 1 per cent between these two periods. This latter change may owe something to the fact that the July period in 1969 covered five weeks running into the week ended August 2, whereas the corresponding period in 1968 ended on July 27 and the extended period is more likely to have included weeks when holidays were taken.

Laundries and dry cleaners

The value of the turnover of dry cleaners continued to be depressed, with turnover 4 per cent lower than July 1968, which was itself a rather low figure. The turnover of laundries was 2 per cent higher than in July 1968, an increase somewhat smaller than the estimated rise in prices over this period.

Hairdressers

The turnover of hairdressers showed no change between July 1968 and 1969, a 2 per cent increase in the turnover of men's hairdressers being matched by a 1 per cent decline in the turnover of women's hairdressers between these two periods.

Table 1. Catering

Index numbers of turnover per week *and percentage increase on a year earlier* — 1964 = 100

Kind of Business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
(£1,985 million)	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969		107	128			108	104	109	124	124	136	147					
	1968	*3*	—	*4*	*3*	*6*	*1*	*1*	*-1*	*7*	*2*	*4*	*1*	*4*	*4*	*7*	*8*	*5*
	1969	*8§*	*7*	*7*			*12*	*4*	*5*	*8*	*9*	*6*	*9*					
Licensed hotels and holiday camps	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
(£286 million)	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969		91	140			87	87	97	120	132	161	186					
	1968	*7*	*2*	*7*	*7*	*10*	*4*	*3*	*-1*	*11*	*3*	*7*	*7*	*9*	*6*	*10*	*13*	*8*
	1969	*9§*	*9*	*9*			*14*	*6*	*8*	*12*	*11*	*6*	*8*					
Restaurants, cafes, etc., and fish and chip	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
shops (£521 million)	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969		104	123			103	103	105	120	116	130	145					
	1968	*4*	*1*	*5*	*4*	*4*	*1*	*2*	*1*	*7*	*4*	*4*	*2*	*4*	*5*	*4*	*5*	*4*
	1969	*5§*	*3*	*6*			*7*	—	*2*	*4*	*7*	*6*	*8*					
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969		111	131			115	107	112	129	127	135	144					
	1968	*2*	*-1*	*3*	*1*	*6*	*1*	—	*-3*	*7*	*1*	*3*	*-1*	*2*	*2*	*8*	*9*	*4*
	1969	*9§*	*9*	*8*			*14*	*6*	*6*	*8*	*10*	*7*	*11*					
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969		120	113			119	119	123	111	116	111	99					
	1968	*5*	*5*	*2*	*6*	*5*	—	*4*	*11*	*-5*	*5*	*4*	*6*	*7*	*5*	*5*	*4*	*6*
	1969	*5§*	*6*	*5*			*8*	*4*	*5*	*5*	*3*	*7*	*-1*					

§January-July.
† The monthly periods consist of four weeks, except those marked* which are of five weeks. The July 1969 period was the five weeks from June 29, 1969, to August 2, 1969, the July 1968 period was from June 30, 1968, to July 27, 1968.
‡ Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

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Table 2. Laundries and dry cleaners (excluding launderettes)

Index numbers of turnover per week *and percentage increase on a year earlier*— 1966 = 100

Kind of Business (Turnover in 1966 Provisional estimates)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all laundries and Dry-Cleaners (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969		97	105			93	97	101	102	109	103	103*					
	1968	—	*–1*	*–1*	*–1*	*2*	*–4*	*–3*	*4*	*–4*	*1*	*–1*	—	—	*–2*	—	*3*	*1*
	1969	*1§*	*1*	*2*			*4*	*–1*	*1*	*2*	*4*	*1*						
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969		101	105			99	100	102	101	110	105	107*					
	1968	*1*	—	*–1*	*1*	*3*	*–3*	*–2*	*4*	*–5*	*1*	*–1*	*1*	*1*	*1*	*3*	*4*	*3*
	1969	*3§*	*3*	*3*			*4*	*2*	*4*	*3*	*4*	*2*	*2*					
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969		92	103			84	91	98	103	108	100	96*					
	1968	*–2*	*–2*	*–2*	*–3*	*–1*	*–6*	*–4*	*4*	*–2*	—	*–3*	*–2*	*–1*	*–6*	*–4*	*2*	*–2*
	1969	*–2§*	*–3*	—			*3*	*–5*	*–4*	*–1*	*2*	*–1*	*–4*					

For notes see Table 1.

Table 3. Hairdressers

Index numbers of turnover per week *and percentage increase on a year earlier*— 1966 = 100

Kind of Business (Turnover in 1966 Provisional estimates)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969		101	105			99	98	104	106	107	104	107*					
	1968	*2*	—	*2*	*3*	*3*	*–2*	*–1*	*1*	*3*	—	*3*	*2*	*2*	*3*	*2*	*3*	*3*
	1969	*2§*	*3*	*1*			*5*	—	*3*	*1*	*4*	*–1*	–					
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969		100	105			101	98	99	102	103	109	112*					
	1968	*2*	—	*4*	*3*	*2*	*1*	—	*–1*	*5*	—	*6*	*1*	*3*	*5*	*1*	*2*	*4*
	1969	*2§*	*2*	*2*			*1*	*1*	*4*	*1*	*5*	—	*2*					
Women's hairdressers and men's and Women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969		101	106			99	97	106	107	109	102	106*					
	1968	*2*	—	*2*	*3*	*3*	*–2*	*–1*	*1*	*3*	*1*	*2*	*3*	*2*	*2*	*3*	*3*	*3*
	1969	*1§*	*3*	*1*			*7*	*–1*	*2*	*1*	*4*	*–1*	*–1*					

For notes see Table 1.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in July showed a decrease 8 per cent on a year earlier, compared with a decrease of 1 per cent in May and an increase of 6 per cent in June.

The value of stocks at the end of July was 12 per cent higher than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	*– 3*	..	..
1967	104	*– 5*	..	..
1968	108	*4*	..	..
1968 1st quarter	102	*10*	135	*–15*
2nd quarter	93	*3*	129	*– 6*
3rd quarter	105	*1*	146	*– 2*
4th quarter	132	*3*	126	*8*
1969 1st quarter	88	*–13*	153	*13*
2nd quarter	98	*5*	138	*7*
1968 July	82	*12*	134	*– 6*
August	96	*– 3*	143	*– 4*
September	135	*– 2*	146	*– 2*
October	146	*4*	134	*1*
November	137	*5*	134	*6*
December	113	*– 2*	126	8
1969 January	62	*– 9*	129	*9*
February	90	*– 8*	143	*10*
March	113	*–19*	153	*13*
April	108	*12*	143	*9*
May	96	*– 1*	149	*8*
June	90	*6*	138	*7*
July	76	*—8*	149	*12*

Table 2. Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks‡
	July 1969	Jan.-July 1969	July 1969
Women's knitted outer wear, blouses and skirts	*–11*	*– 2*	*25*
Women's coats, costumes, furs and raincoats	*– 6*	*– 1*	*– 1*
Women's underwear	*–16*	*– 7*	*32*
Women's hose and children's socks	*– 8*	*–11*	*–16*
Women's millinery	*–17*	*–10*	*– 9*
Haberdashery, ribbons and wool	*–22*	*2*	*6*
Children's wear	*– 3*	*– 1*	*21*
Men's and boys' shirts, pyjamas and outfitting	*– 3*	*– 6*	*20*
Gloves	*– 8*	—	*4*
Piece-goods and nets	*–25*	*– 7*	*– 8*
Household textiles	*–30*	*10*	*– 2*
Floor coverings, furniture and hardware	*4*	*– 7*	*6*
Total†	*– 8*	*– 5*	*12*

†Including some items not included among the sub-headings. ‡Values at cost.

Note:
These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Industry's capital expenditure in the second quarter of 1969

MANUFACTURING industry's capital expenditure in the second quarter of 1969 is provisionally estimated to have been at much the same level (at 1963 prices, seasonally adjusted) as the average of the two previous quarters. The figure of investment in the second quarter showed a large rise (about 9 per cent) over the first quarter of 1969 but it is more appropriate for purposes of comparison to average the first quarter of 1969 and the last quarter of 1968: the ending in 1968 of the higher rates of investment grants payable on eligible expenditure since January 1, 1967 distorted the normal pattern of expenditure by bringing forward expenditure from the first quarter of 1969 to the fourth quarter of 1968.

Between the average of these two quarters and the second quarter of 1969 there was a small fall in expenditure on plant and machinery balanced by small rises in expenditure on vehicles and new building work.

Distributive and Service Trades

Investment by the distributive and service trades (excluding shipping) is provisionally estimated to have remained at much the same level (at 1963 prices, seasonally adjusted) as in the two previous quarters. Expenditure on new building work continued to rise but expenditure on vehicles fell back slightly; expenditure on plant and machinery – for which the ending of the higher rates of investment grants appear to have produced some distortion – fell compared with the average of the two previous quarters.

Shipping Industry

There was a large decline in the expenditure of the shipping industry in the second quarter of 1969 compared with the average of the two previous quarters (a fall of 17 per cent, 1963 prices,

(*Text continued on page* 763)

Industry's fixed capital at 1963 prices seasonally adjusted

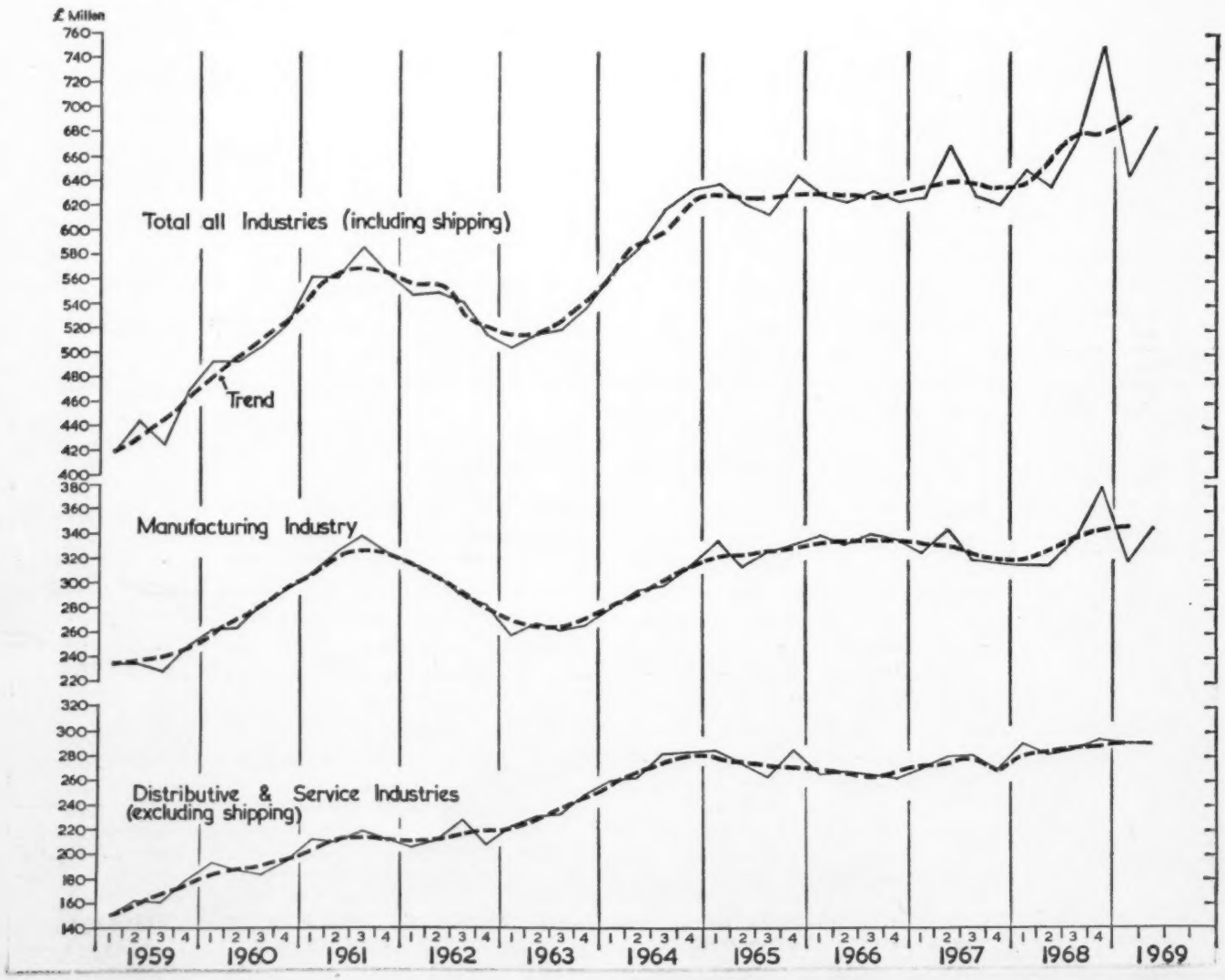

Table 1. Industry's fixed capital expenditure at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industrial sectors			Analysis by type of asset		
		Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1960	2,013	1,104	758	151	594	425	994
1961	2,274	1,301	852	121	699	406	1,169
1962	2,149	1,196	852	101	696	364	1,089
1963	2,075	1,055	936	84	650	391	1,034
1964	2,402	1,190	1,088	124	723	494	1,185
1965	2 515	1,309	1,107	99	756	472	1,287
1966	2,507	1,351	1,061	95	715	473	1,319
1967	2,543	1,310	1,100	133	687	513	1,343
1968	2,711	1,349	1,149	213	678	608	1,425
1963 1st quarter	504	257	223	24	161	92	251
2nd quarter	515	268	231	16	165	92	258
3rd quarter	519	263	233	23	160	99	260
4th quarter	537	267	249	21	164	108	265
1964 1st quarter	567	281	260	26	168	117	282
2nd quarter	586	295	263	28	177	117	292
3rd quarter	617	299	282	36	188	132	297
4th quarter	632	315	283	34	190	128	314
1965 1st quarter	637	336	285	16	201	112	324
2nd quarter	620	314	274	32	187	124	309
3rd quarter	613	327	264	22	185	111	317
4th quarter	645	332	284	29	183	125	337
1966 1st quarter	628	340	266	22	180	117	331
2nd quarter	623	333	267	23	177	119	327
3rd quarter	632	341	265	26	179	120	333
4th quarter	624	337	263	24	179	117	328
1967 1st quarter	628	326	271	31	179	121	328
2nd quarter	668	345	280	43	177	140	351
3rd quarter	628	321	281	26	166	125	337
4th quarter	619	318	268	33	165	127	327
1968 1st quarter	648	316	290	42	163	142	343
2nd quarter	637	317	283	37	170	131	336
3rd quarter	676	337	283	56	174	154	348
4th quarter	750	379	293	78	171	181	398
1969 1st quarter	647	319	291	37	176	141	330
2nd quarter	690	349	293	48	185	150	355

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings –for about 51 per cent of total capital expenditure in 1968. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporation and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

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Table 2. Fixed capital expenditure of manufacturing industry at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group									Analysis by type of asset		
		Food, drink and tobacco	Mineral oil refining	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	New building work	Vehicles	Plant and machinery
1960	1,104·2	137·8	16·6	143·8	204·0	251·7	86·0	93·1	73·3	97·9	285·0	69·1	750·1
1961	1,301·1	146·9	24·6	174·3	266·4	275·1	115·3	111·1	80·3	107·1	343·7	65·9	891·5
1962	1,195·8	145·2	17·5	173·3	228·6	242·4	103·7	95·4	80·7	109·0	321·7	57·0	817·1
1963	1,055·2	145·0	26·8	135·9	136·1	239·4	98·0	86·5	79·7	107·8	263·6	69·5	722·1
1964	1,189·7	162·2	28·1	170·8	114·4	287·2	86·1	117·1	90·8	133·0	291·4	85·1	813·2
1965	1,308·6	166·7	27·0	213·0	112·8	301·9	103·7	132·8	98·8	151·9	319·2	88·1	901·3
1966	1,350·9	161·6	50·2	231·1	116·0	307·7	115·2	129·1	86·2	153·8	307·8	84·8	958·3
1967	1,310·0	186·3	77·2	192·0	116·4	300·6	116·4	105·8	83·7	131·6	267·7	87·8	954·5
1968	1,349·5	204·3	90·5	199·0	99·2	306·1	100·1	129·5	80·5	140·3	279·7	96·5	973·3
1963 1st quarter	257·5	33·4	5·0	32·6	40·1	59·0	24·0	20·6	19·0	23·8	64·5	15·0	178·0
2nd quarter	268·1	36·4	6·4	35·1	36·9	60·2	25·0	20·7	20·7	26·7	67·7	17·2	183·2
3rd quarter	263·0	35·8	7·3	34·1	29·7	61·8	24·6	21·9	20·4	27·4	64·4	18·6	180·0
4th quarter	266·6	39·4	8·1	34·1	29·4	58·4	24·4	23·3	19·6	29·9	67·0	18·7	180·9
1964 1st quarter	280·7	39·3	10·3	37·6	28·2	67·0	21·2	25·3	22·1	29·7	69·2	20·7	190·8
2nd quarter	295·1	40·8	6·6	41·1	27·8	72·1	23·0	28·4	21·1	34·2	72·8	21·2	201·1
3rd quarter	298·7	41·8	5·4	42·7	29·1	73·0	19·5	29·7	24·4	33·1	72·8	21·6	204·3
4th quarter	315·2	40·3	5·8	49·4	29·3	75·1	22·4	33·7	23·2	36·0	76·6	21·6	217·0
1965 1st quarter	335·5	42·0	6·8	52·0	28·7	80·1	25·1	35·0	26·8	39·0	85·2	22·4	227·9
2nd quarter	314·5	39·7	6·2	51·0	28·1	72·1	24·0	31·4	26·1	35·9	78·0	21·2	215·3
3rd quarter	327·0	42·7	6·2	58·0	28·8	69·9	26·4	34·3	22·8	37·9	79·3	21·1	226·6
4th quarter	331·6	42·3	7·8	52·0	27·2	79·8	28·2	32·1	23·1	39·1	76·7	23·4	231·5
1966 1st quarter	339·6	40·9	10·0	61·2	28·7	74·9	31·0	31·6	20·6	40·7	76·5	21·6	241·5
2nd quarter	333·3	39·6	11·6	55·0	27·6	77·6	28·8	34·8	20·7	37·6	74·7	22·5	236·1
3rd quarter	341·4	40·0	14·6	57·9	29·2	78·3	27·8	31·9	21·5	40·2	77·7	21·1	242·6
4th quarter	336·6	41·1	14·0	57·0	30·5	76·9	27·6	30·8	23·4	35·3	78·9	19·6	238·1
1967 1st quarter	326·5	46·4	15·2	47·4	30·3	74·6	28·6	28·6	21·0	34·4	73·9	19·5	233·1
2nd quarter	344·5	47·0	19·6	55·1	31·9	79·1	31·0	26·6	21·9	32·3	70·7	22·1	251·7
3rd quarter	320·6	46·1	20·8	42·8	29·5	74·5	28·4	24·8	21·6	32·1	62·1	23·0	235·5
4th quarter	318·4	46·8	21·6	46·7	24·7	72·4	28·4	25·8	19·2	32·8	61·0	23·2	234·2
1968 1st quarter	316·3	45·0	18·9	45·0	31·5	73·6	23·4	28·8	19·4	30·7	62·0	24·1	230·2
2nd quarter	316·8	49·7	20·9	48·5	24·5	70·2	24·1	26·4	17·8	34·7	68·2	22·0	226·6
3rd quarter	337·0	53·9	20·9	47·7	22·3	78·6	29·5	31·3	19·2	33·6	75·0	23·7	238·3
4th quarter	379·4	55·7	29·8	57·8	20·9	83·7	23·1	43·0	24·1	41·3	74·5	26·7	278·2
1969 1st quarter	318·8	46·2	20·3	47·1	26·6	70·8	21·4	36·3	16·6	33·5	73·7	23·7	221·4
2nd quarter	348·8										77·5	26·1	245·2

Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale Distribution	Retail Distribution	Other industries	New building work	Vehicles	Plant and machinery
1960	758	102	182	474	308	206	244
1961	852	107	203	542	355	220	277
1962	852	105	196	551	373	207	272
1963	936	115	212	609	385	239	312
1964	1,088	134	243	711	430	286	372
1965	1,107	133	226	748	432	289	386
1966	1,061	120	198	743	404	297	360
1967	1,100	139	200	761	417	295	388
1968	1,149	142	202	805	394	303	452
1963 1st quarter	223	28	53	142	96	54	73
2nd quarter	231	29	50	152	97	59	75
3rd quarter	233	29	53	151	95	58	80
4th quarter	249	29	56	164	97	68	84
1964 1st quarter	260	31	58	171	99	70	91
2nd quarter	263	32	63	168	104	68	91
3rd quarter	282	33	62	187	114	75	93
4th quarter	283	38	60	185	113	73	97
1965 1st quarter	285	37	59	189	113	76	96
2nd quarter	274	32	57	185	108	72	94
3rd quarter	264	33	56	176	105	68	91
4th quarter	284	31	54	198	106	73	105
1966 1st quarter	266	30	51	185	103	74	89
2nd quarter	267	31	49	187	101	75	91
3rd quarter	265	30	49	186	101	74	90
4th quarter	263	29	49	185	99	74	90
1967 1st quarter	271	32	49	190	104	72	95
2nd quarter	280	35	49	196	106	76	98
3rd quarter	281	36	50	195	103	76	102
4th quarter	268	36	52	180	104	71	93
1968 1st quarter	290	38	53	199	101	77	112
2nd quarter	283	33	51	199	101	72	110
3rd quarter	283	34	48	201	98	75	110
4th quarter	293	37	50	206	94	79	120
1969 1st quarter	291	35	51	205	102	80	109
2nd quarter	293				106	77	110

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Table 4. Industry's fixed capital expenditure at current prices

£ million

	Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960	1,901	1,021	718	162
1961	2,192	1,239	821	132
1962	2,119	1,168	844	107
1963	2,075	1,055	936	84
1964	2,446	1,216	1,107	123
1965	2,657	1,401	1,156	100
1966	2,739	1,504	1,136	99
1967	2,797	1,465	1,192	140
1968	3,084	1,565	1,288	231
1963 1st quarter	481	240	219	22
2nd quarter	504	263	226	15
3rd quarter	513	264	227	22
4th quarter	577	288	264	25
1964 1st quarter	551	268	260	23
2nd quarter	584	295	264	25
3rd quarter	613	303	277	33
4th quarter	698	350	306	42
1965 1st quarter	638	333	290	15
2nd quarter	643	329	284	30
3rd quarter	642	352	269	21
4th quarter	735	387	313	35
1966 1st quarter	661	357	283	21
2nd quarter	661	357	282	22
3rd quarter	676	378	272	26
4th quarter	741	412	299	30
1967 1st quarter	676	354	293	29
2nd quarter	714	370	300	44
3rd quarter	669	354	290	25
4th quarter	738	387	309	42
1968 1st quarter	704	342	321	41
2nd quarter	708	355	314	39
3rd quarter	750	388	306	56
4th quarter	922	480	347	95
1969 1st quarter	734	361	335	38
2nd quarter	792	403	336	53

Notes relating to Tables 1 to 4

Capital expenditure comprises expenditure on vehicles (including ships), and plant and machinery less receipts from sales of these assets and on new building work.

The analysis by industry group follows the Standard Industrial Classification (1963 consolidated edition):

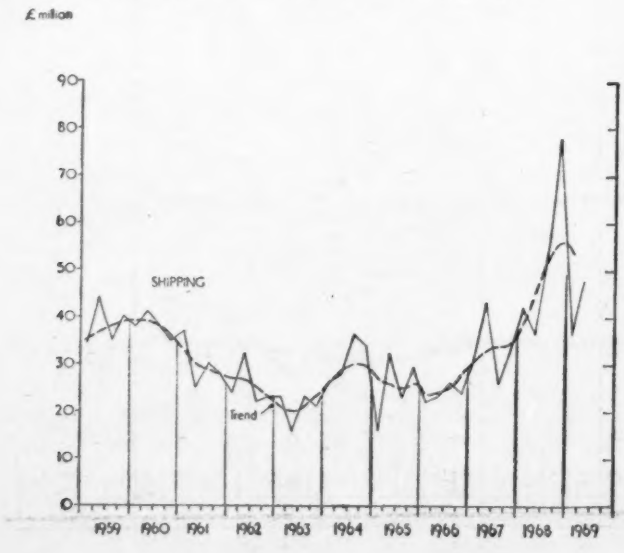
Manufacturing Orders III to XVI

Distributive Trades Order XX
Wholesale MLH 810, 831, 832
Retail MLH 820

Other Industries Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree, and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

Industry's fixed capital at 1963 prices seasonally adjusted



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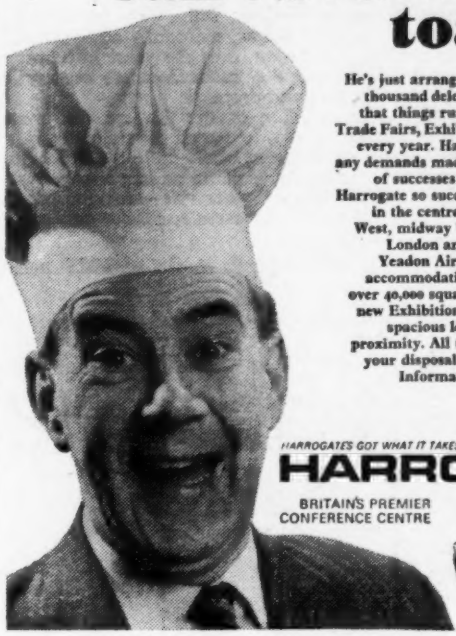

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Industry's stocks in the second quarter of 1969

PROVISIONAL ESTIMATES suggest a slight fall in industry's stocks during the second quarter, at 1963 prices, seasonally adjusted, after the large increase in the first three months of the year. Little movement is estimated in holdings of either manufacturers or retailers while wholesalers' stocks show a small drop.

After the exceptional stockbuilding of the first quarter manufacturers' stocks levels appear to have changed only slightly in the second quarter. The small total increase of £4 million (1963 prices) does however conceal contrasting movements among assets. Stocks of materials and fuel have shown a further rise—stockbuilding of this asset is cyclical and now with increases for three consecutive quarters appears to be in the positive phase of the cycle. Work in progress appears to have fallen slightly after a fair rise in the preceeding quarter. Holdings of finished goods have also fallen – this follows the exceptional increase in the last quarter.

The first quarter's figures have been revised to take account of late returns from contributors. A 'latecomers' calculation for any quarter for manufacturing industry and the wholesale trades is now normally carried out at the same time as the provisional calculation for the following quarter to take account of the experience of contributors unable to send their figures earlier. It now appears that in the first quarter the increase in stocks of finished goods was

Value of physical increase of industry's stocks at 1963 prices seasonally adjusted

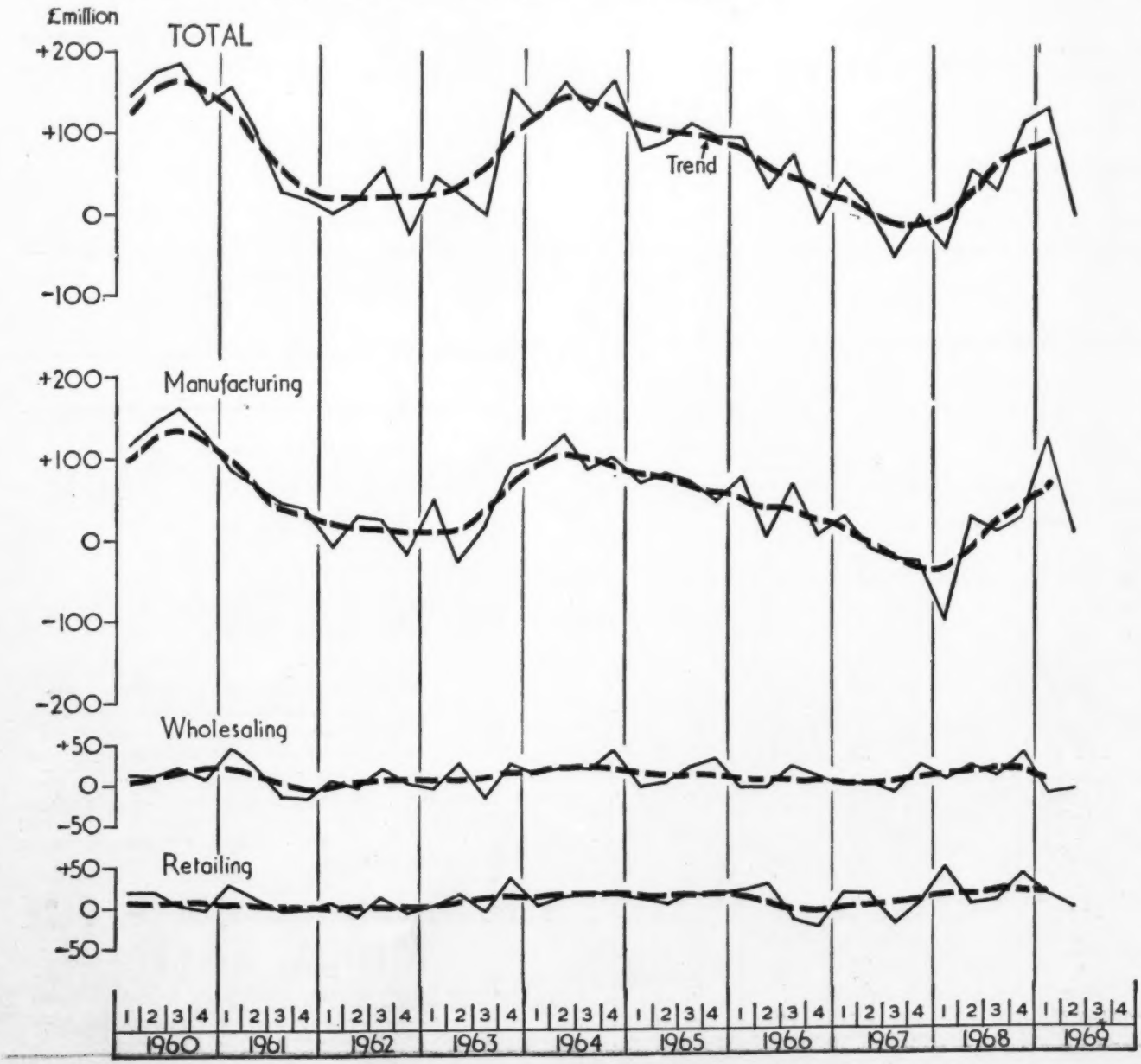

Table 1. Value of the physical increase of industry's stocks at 1963 prices seasonally adjusted

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1968	9,540	6,954	1,228	1,359
1960	636	547	50	39
1961	299	231	38	30
1962	63	26	22	15
1963	211	123	31	57
1964	552	411	91	50
1965	356	262	49	45
1966	172	147	19	6
1967	- 17	- 39	10	11
1968	124	- 47	75	95
1963 1st quarter	44	46	- 5	3
2nd quarter	20	- 25	27	18
3rd quarter	- 2	15	- 16	- 1
4th quarter	149	87	25	37
1964 1st quarter	112	99	11	2
2nd quarter	159	127	21	11
3rd quarter	123	85	19	19
4th quarter	158	100	41	18
1965 1st quarter	75	68	- 3	10
2nd quarter	84	79	1	4
3rd quarter	106	69	20	17
4th quarter	90	46	31	14
1966 1st quarter	88	73	- 5	20
2nd quarter	28	4	- 4	28
3rd quarter	69	66	21	- 17
4th quarter	- 13	5	7	- 25
1967 1st quarter	39	26	- 2	15
2nd quarter	7	- 10	1	15
3rd quarter	- 56	- 25	- 10	- 21
4th quarter	- 7	- 30	22	2
1968 1st quarter	- 46	-100	5	49
2nd quarter	47	24	22	1
3rd quarter	22	7	10	5
4th quarter	101	23	38	40
1969 1st quarter	122	120	- 11	13
2nd quarter	8	4	- 9	- 3

lower, and that in stocks of materials and fuel higher than previously estimated.

The index of the ratio of manufacturers' stocks to manufacturers' production is now published for the first time on a 1963 price base. Because of changes in the two constituent series, discussed in the *Board of Trade Journal* of April 4, 1969 and the August 1969 edition of *Economic Trends*, the 1963 based index shows a slightly different movement in places to the 1958 based index. Both indices show that the ratio was low towards the end of 1968. It now appears that after a small rise in the first quarter the index has dropped further.

Stocks of both sectors of the distributive trades fell during the second quarter, although the fall in retail stocks was very slight. Wholesalers' stocks have now fallen in both the first two quarters of the year (on a 1963 price base seasonally adjusted) following the large stockbuilding recorded in 1968. The slight fall in retail stocks also follows a period of high stockbuilding during 1968 and the first quarter of this year.

Revised figures for the second quarter will be published in the *Board of Trade Journal* in October.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Table 2. Value of the physical increase of stocks held by manufacturing industry at 1963 prices seasonally adjusted

£ million

	Analysis by industry group							Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at 1968	6,954	896	630	527	3,424	747	731	2,378	2,641	1,935
1960	547	45	41	83	288	30	61	230	146	171
1961	231	10	17	13	154	8	28	40	103	89
1962	26	23	3	-18	41	-19	- 3	-62	42	46
1963	123	44	-11	2	75	2	12	2	100	21
1964	411	6	41	31	240	61	32	147	177	87
1965	262	1	25	26	171	- 2	41	56	98	108
1966	147	- 5	26	-16	85	26	30	-20	33	134
1967	-39	20	3	-27	10	33	-12	-38	33	-34
1968	-47	- 2	44	31	-155	10	25	-12	-46	11
1963 1st quarter	46	2	4	2	28	-10	20	-15	24	38
2nd quarter	-25	9	- 9	- 2	-13	- 2	- 9	-15	11	-21
3rd quarter	15	9	- 7	- 1	8	8	- 2	11	20	-16
4th quarter	87	24	1	3	51	5	3	21	46	20
1964 1st quarter	99	11	12	9	48	17	2	60	31	8
2nd quarter	127	- 1	8	16	76	20	9	31	56	41
3rd quarter	85	- 7	10	1	65	7	9	13	47	25
4th quarter	100	3	12	4	51	17	13	43	43	13
1965 1st quarter	68	-13	- 3	10	55	10	10	1	49	19
2nd quarter	79	1	20	—	50	- 4	12	30	7	42
3rd quarter	69	16	3	7	37	- 7	14	14	34	22
4th quarter	46	- 3	4	10	29	- 1	6	11	9	26
1966 1st quarter	73	5	11	- 4	42	6	13	4	18	51
2nd quarter	4	2	5	-18	4	7	5	-19	13	10
3rd quarter	66	-13	4	18	38	9	9	24	1	41
4th quarter	5	1	6	-11	1	5	3	-20	1	32
1967 1st quarter	26	1	5	- 4	25	- 6	5	- 8	15	19
2nd quarter	-10	2	-19	- 7	26	- 7	- 5	-19	4	- 6
3rd quarter	-25	19	19	-13	-36	- 4	-11	- 4	3	-24
4th quarter	-30	- 2	- 3	- 4	- 5	-17	—	- 7	11	-34
1968 1st quarter	-100	9	-11	- 1	-81	- 7	- 9	- 9	-32	-59
2nd quarter	24	- 3	25	9	-27	8	12	- 2	—	25
3rd quarter	7	-13	14	7	- 7	2	5	-13	7	13
4th quarter	23	5	17	16	-40	8	18	12	-21	32
1969 1st quarter	120	11	10	- 7	76	21	8	21	35	65
2nd quarter	4							24	- 6	-14

Table 3. Value of the physical increase of stocks by wholesalers at 1963 prices seasonally adjusted

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders' materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1968		787	121	320
1960	50	27	4	19
1961	38	27	—	11
1962	22	4	4	15
1963	31	14	5	11
1964	91	47	13	30
1965	49	23	5	21
1966	19	13	—	7
1967	10	6	—	5
1968	75	57	—	13
1963 1st quarter	- 5	- 5	3	- 3
2nd quarter	27	17	3	8
3rd quarter	-16	-17	- 4	5
4th quarter	25	19	4	2
1964 1st quarter	11	—	5	6
2nd quarter	21	10	1	10
3rd quarter	19	4	7	7
4th quarter	41	33	—	7
1965 1st quarter	- 3	- 9	1	6
2nd quarter	1	—	- 2	3
3rd quarter	20	13	2	5
4th quarter	31	19	5	7
1966 1st quarter	- 5	- 6	4	- 2
2nd quarter	- 3	- 2	- 1	- 1
3rd quarter	21	19	- 3	5
4th quarter	7	2	—	6
1967 1st quarter	- 2	-14	3	9
2nd quarter	1	8	- 6	- 1
3rd quarter	-10	- 7	2	- 6
4th quarter	22	18	1	2
1968 1st quarter	5	8	3	- 6
2nd quarter	22	12	3	7
3rd quarter	10	15	- 1	- 3
4th quarter	38	23	1	15
1969 1st quarter	-11	21	5	5
2nd quarter	- 9			

Table 4. Increases in the book value of stocks held by manufacturers and distributors

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1968	11,159	8,165	1,432	1,562
1960	690	591	56	44
1961	416	312	43	61
1962	155	78	32	45
1963	360	250	48	63
1964	815	593	133	90
1965	628	489	74	66
1966	458	365	48	44
1967	137	69	47	21
1968	683	371	134	179
1963 1st quarter	119	69	- 6	56
2nd quarter	20	4	23	- 6
3rd quarter	27	10	23	-13
4th quarter	195	161	8	26
1964 1st quarter	208	138	15	55
2nd quarter	230	185	32	13
3rd quarter	187	116	65	7
4th quarter	191	154	21	15
1965 1st quarter	195	124	2	69
2nd quarter	162	153	14	- 5
3rd quarter	172	108	62	2
4th quarter	99	104	- 4	—
1966 1st quarter	250	162	7	81
2nd quarter	173	138	10	25
3rd quarter	97	69	51	-23
4th quarter	-62	- 4	-20	-39
1967 1st quarter	36	-14	-16	66
2nd quarter	26	18	1	7
3rd quarter	6	18	29	-41
4th quarter	70	48	33	-11
1968 1st quarter	147	10	23	114
2nd quarter	208	150	29	29
3rd quarter	162	115	54	- 7
4th quarter	166	96	27	43
1969 1st quarter	353	244	5	104
2nd quarter	177	167	4	6

Notes relating to Tables 1 to 4:

The analyses by industry group follows the Standard Industrial Classification (1963 consolidated edition):

Manufacturing Orders III to XVI

Distributive Trades Order XX

Wholesale M.L.H. 810, 831, 832

Retail M.L.H. 820

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree, and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error in the quarterly seasonal adjustments.

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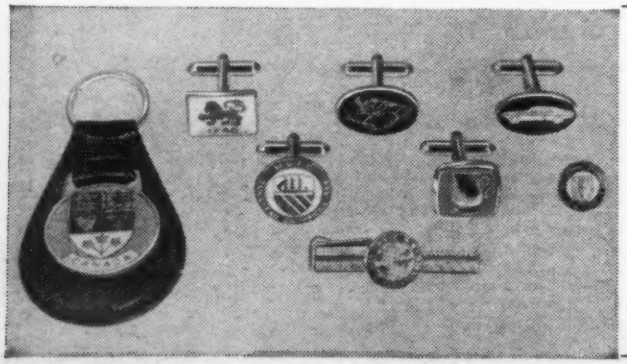

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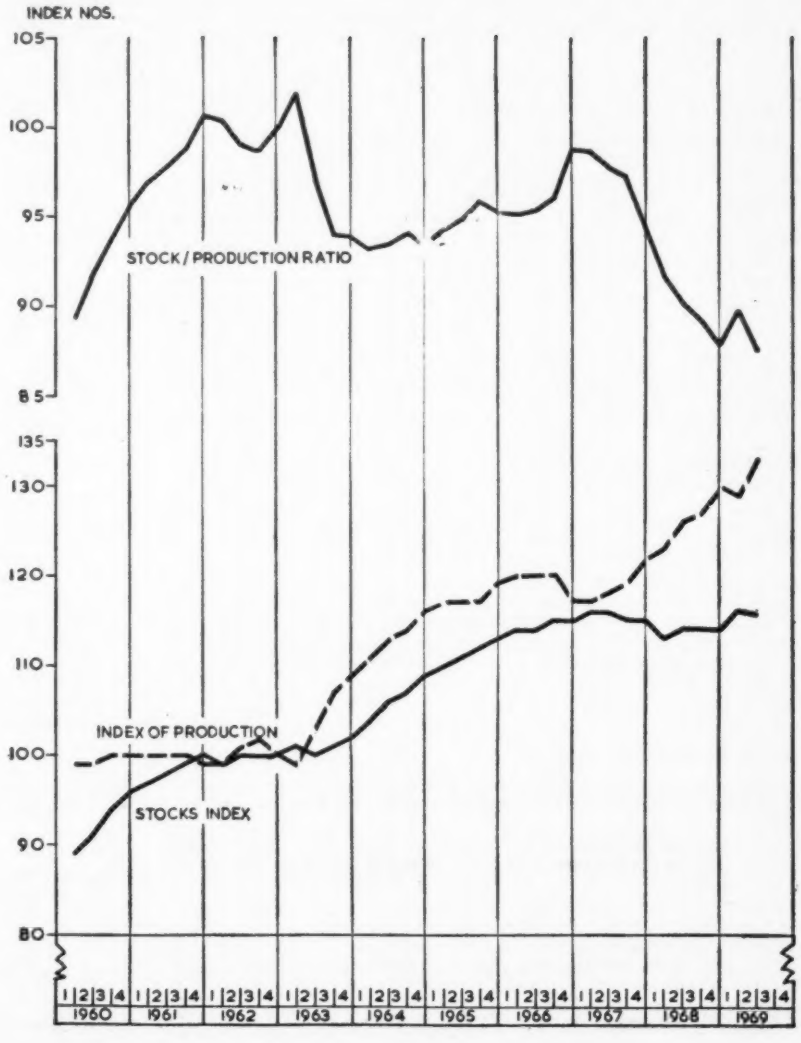
PROVISIONAL FIGURES

Value of physical increase of industry's stocks at 1963 prices seasonally adjusted

Table 5. The relationship of manufacturers' stocks to manufacturing production

		Index numbers – 4th quarter – 1962 = 100 seasonally adjusted		
		Stock levels (at 1963 prices)	Production (with 1963 net output weight)	Ratio of Stocks to Production
1960Q	1	89	99	89·4
	2	91	99	91·5
	3	94	100	93·8
	4	96	100	95·6
1961Q	1	97	100	97·0
	2	98	100	97·8
	3	99	100	98·9
	4	100	99	100·7
1962Q	1	99	98	100·4
	2	100	101	99·2
	3	100	102	98·7
	4	100	100	100·0
1963Q	1	101	99	102·0
	2	100	103	97·1
	3	101	107	94·0
	4	102	109	93·9
1964Q	1	104	111	93·2
	2	106	113	93·5
	3	107	114	94·1
	4	109	116	93·4
1965Q	1	110	117	94·3
	2	111	117	94·7
	3	112	117	95·9
	4	113	119	95·2
1966Q	1	114	120	95·1
	2	114	120	95·4
	3	115	120	96·1
	4	115	117	98·9
1967Q	1	116	117	98·8
	2	116	118	97·9
	3	115	119	97·3
	4	115	122	94·5
1968Q	1	113	123	91·8
	2	114	126	90·2
	3	114	127	89·3
	4	114	130	88·0
1969Q	1	116	129	89·8
	2	116	133	87·6

Notes
(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.
(2) The 1963 index of production has been rebased on the fourth quarter of 1962 for the purposes of this table. Estimates for the years preceeding 1962 are based on the previous 1958 based index.
(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



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United Kingdom balance of payments in the second quarter of 1969

THE FOLLOWING article is an extract from a more detailed article prepared by the Central Statistical Office and due to appear in the September issue of Economic Trends to be published by HMSO at the end of this month.

Summary of second quarter's results

The United Kingdom moved well into surplus on current account during the second quarter. The current account surplus of £75 million (seasonally adjusted) after allowing for under-recording of exports, compared with £18 million on the same basis in the first quarter. Net invisible earnings continued at the high level of £50 million a month and the visible deficit was substantially reduced.

The combined current and long-term capital account ('basic balance') was in surplus by £100 million (seasonally adjusted) in the second quarter – over £150 million better than the deficit of £52 million in the first. The actual surplus on current account before seasonal adjustment in the second quarter was £146 million and the actual surplus in the basic balance £190 million. The adjustment has the effect of reducing these figures in the second quarter, which is seasonally favourable, particularly for exports.

In contrast to the first quarter the long-term capital account was £25 million in surplus in the second quarter on the seasonally adjusted basis. There was a net inflow in respect of private investment, resulting from a sharp rise in inward investment and a drop in outward investment.

The first half of 1969

For the first half of 1969 there was a surplus of £48 million (seasonally adjusted) on the combined current and long-term capital account. The current account was in surplus by £93 million – a striking improvement on the deficits of £73 million in the second half of 1968 and £192 million in the first half. Both visible trade and invisibles contributed to this improvement. The long-term capital account, which tends to fluctuate considerably, was in deficit by £45 million.

Private investment

Under existing policies new private investment in the non-sterling area has in general to be arranged so that it places no immediate burden on the reserves. A substantial amount is financed by foreign currency borrowing. Whereas the whole of this investment is shown as an outflow in the long-term capital account, much of the offsetting borrowing is in Euro-dollars from UK banks and appears not as a long-term capital inflow but among monetary movements. The long-term capital account may therefore appear to exaggerate the cost to the reserves of this investment. For this reason an additional line is given in the table below to show how the 'basic balance' would appear after taking account of foreign currency borrowing to finance outward investment. On this basis, which represents the total of earnings on current account and of the net flow of finance on investment account, the 'basic balance' would show a surplus of £115 million against a deficit of £17 million in the previous quarter. The deficit of £45 million in the long-term capital account for the first half-year was more than matched by Euro-dollar borrowing (£50 million) over the same period.

UK Balance of payments — £ million, seasonally adjusted

	1968		1969		
	1st half	2nd half	1st half	1st qtr.	2nd qtr.
Visible balance	-404	-273	- 208	-132	- 76
Invisible balance	212	200	301	150	151
Current balance	-192	- 73	93	18	75
Balance of long-term capital	-162	20	- 45	- 70	25
Balance of current and long-term capital transactions ('basic balance')	-354	- 53	48	- 52	100
('Basic balance' adjusted for Euro-dollar borrowing)	(-302)	(50)	(98)	(- 17)	(115)

Balancing item and monetary movements

There was a negative balancing item of £78 million (following a positive balancing item of £176 million, revised, in the first quarter) and there was a favourable balance of monetary movements of £112 million. Within monetary movements there were identified outflows of trade credit and short-term capital of some £30 million. There was a substantial surplus on official financing transactions which permitted further repayments of debt.

The following table rearranges the main components of monetary movements so as to bring out the important elements in the first half of 1969:

onetary Movements† – First half 1969 — £ million rounded – not seasonally adjusted

	1st quarter		2nd quarter	
Import credit:				
Identified long-term‡	5		30	
Other§	85		50	
		90		80
Import deposits paid directly from overseas		25		20
Export credit:				
Identified long-term‡	- 45		- 55	
Other	- 20		- 30	
		- 65		- 85
Balances (gross) of sterling area countries		190		45
Other short-term balances¶		- 65		- 90
Total of above		175		- 30
Official financing:				
Net repayments (-):				
IMF††	-125		134	
Other monetary authorities:				
In non-sterling currencies	- 55		88	
In sterling‡‡	- 75		-310	
Total	-255		- 90	
Drawings (+) on reserves	- 20		10	
Total official financing		-275		- 80
Balance of monetary movements		-100		-110

In the second quarter substantial amounts of import credit are thought to have been received by importers in connection with the import deposit scheme, though less than in the first quarter; and a substantial amount of long-term import credit was received in connection with deliveries of ships. Export credit rose. The balances of the sterling area countries increased (for seasonal reasons) much less than in the previous quarter. Other movements of short-term capital included a further net outward movement of Euro-currency funds and an increase in advances made in sterling by UK banks. The net surplus on official financing transactions was reflected in large repayments to overseas monetary authorities and a drawing on the IMF with a small reduction in reserves.

† Liabilities: increase +/decrease -. Assets: Increase-/ decrease +.
‡ Credit on ships and commercial aircraft only.
§ Mainly in connection with import deposits.
‖ Credit covered by 5½ per cent fixed rate interest schemes under ECGD Bank or Financial Guarantee.
¶ Includes +£35 million and +£15 million Euro-dollar deposits applied by UK banks to finance UK private investment overseas.
†† Including charges.
‡‡ The net change in the total sterling balances of central monetary institutions in North America and Western Europe is taken as a broad measure of official borrowing in support of the reserves (and repayments of earlier borrowing), when this takes the form of 'swaps' between sterling and foreign currencies.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given on page* 238 *of July* 23 *issue of the* Board of Trade Journal.

Trends in 'invisible' transactions

THIS ARTICLE is the first in a regular series on this subject. It comments on the trend of the credits and debits to the balance of payments resulting from 'invisible' transactions, in 1968 and in the first half of 1969. Further details for these periods will be found in the Balance of Payments Pink Book published this week and in the September issue of *Economic Trends*.

Since 1966, our overseas earnings from invisible transactions of all kinds have increased appreciably faster than invisible payments. The net balance on invisible account rose from £148 million in 1966 to £284 million in 1967, and to £412 million in 1968; a further substantial increase is in prospect this year.

The improvement between 1967 and 1968 derived from private exports and imports of services; there was no change in the balance of interest, profits and dividends. This year, the improvement has predominantly been in interest, profits and dividends.

There were large increases in 1968 in most of the figures appearing in the account, in part resulting from the devaluation of sterling in November 1967. This had an immediate effect on some components of the invisible account – for example, on profits or dividends on investments in countries which had not devalued, and on air fares and shipping freights, which are fixed in an international market. Less immediately, devaluation has acted to encourage invisible exports, and to discourage invisible imports of other kinds. Because of the presence of many other factors, its effects cannot always be clearly discerned or isolated in the figures; but there can be no doubt that it has made a significant contribution to the improvement in the invisibles account, both last year and this. Encouraged by the work of the Committee on Invisible Exports, increased attention has been paid to the invisible earnings that flow from the provision of services.

Other factors have also helped. On the payments side, the growth of Government expenditure overseas has been held in check despite the effect of devaluation on overseas stationing costs in terms of sterling. The effects of the travel allowance, reinforced in 1968 by those of devaluation, have brought about a reduction in expenditure on travel for two years running (though it is beginning to increase again this year). A saving of £36 million resulted from the deferment in 1968 of interest payments on the post-war North American loans.

The quarterly estimates are generally based on less full information than the annual figures. The first estimates for the second quarter of 1969 incorporated in the table may be revised in three months' time, or, at a later stage, to accord with better estimates for the whole year. Some of the estimates for 1968 are also still subject to revision; for example, some statistical returns of overseas profits in 1968 have yet to be received, since there is often delay before the accounts of overseas branches and subsidiaries reach this country.

Shipping

There were large increases in 1968 in most elements of the shipping account. These resulted in part from the application throughout the year of a higher level of freight rates consequent on the closure of the Suez Canal in June 1967; and in part from increases in rates expressed in sterling following devaluation (though many rates were raised on this account by less than 16⅔ per cent).

The shipping account (as also the civil aviation account) reflects two separate elements: the earnings of the United Kingdom industry from the provision of carrying services to non-residents, offset by its disbursements overseas; and the purchase by United Kingdom residents of the services of non-resident companies, offset by their disbursements here. The different elements in the shipping account may be seen more clearly when the figures are regrouped as follows:

£ million

		Credits	Debits	Balance
United Kingdom shipping:				
Ships owned by United Kingdom	1967	466	239	227
	1968	553	258	295
Ships time-chartered by United Kingdom	1967	210	258	- 48
	1968	271	304	- 33
Overseas shipping	1967	122	283	161
	1968	132	333	201
Shipping	1967	798	780	18
	1968	956	895	61

There was a large increase between 1967 and 1968 in the earnings of the United Kingdom industry, particularly those credited to tankers. Overseas disbursements rose rather less than might have been expected, and the net contribution by the United Kingdom industry (taking account of ships on time-charter to British companies as well as their own ships) increased by £83 million to a total of £262 million.

Payments to other countries for shipping services also rose, but not by so much as the British industry's earnings. This was largely because debits for the carriage of oil imports in foreign tankers already stood at a high figure in 1967 because of the abnormally high freight rates in the latter half of that year, and were no higher in 1968, when rates had fallen somewhat. Overseas shipping companies' expenditure here increased relatively little, and the net debit balance for overseas shipping rose by £40 million. The net balance on all overseas shipping transactions therefore improved by £43 million.

Available estimates for shipping in the first half of 1969 are not very firmly based, though they suggest that the exceptional tanker results for 1968 were not maintained. In consequence the net balance of the shipping account as a whole fell, but remained in credit to the extent of £8 million for the half year. The corresponding net credit for United Kingdom shipping was over £100 million.

Apart from overseas transactions, the United Kingdom shipping industry earned in 1968 £332 million on international services from British residents, virtually the whole of which may be regarded as being of the nature of import-saving.

Civil aviation

There was little change in the volume of traffic carried by British airlines between 1967 and 1968, partly because of the loss of business during the BOAC pilots' strike; but, because of devaluation, air fares and freight rates in sterling rose by an average of 15 per cent with a consequent increase in overseas earnings. Earnings by overseas airlines in the United Kingdom also increased because of the higher rates and increased traffic – in a larger proportion, but by slightly less in absolute terms.

Overseas disbursements of British airlines were also higher because of higher sterling prices after devaluation. Overseas airlines' expenditures in this country rose with the increased scale of their business. Since British airlines payments abroad are twice as large as overseas airlines' expenditures here, the former increase was the greater, and for civil aviation services as a whole, the net credit balance, after remaining almost unchanged for five years, was somewhat reduced.

This year there has been resumed growth in British airline traffic and earnings, and in the first six months the net balance on civil aviation account was running at an annual rate of £34 million, compared with £28 million in 1967 and £20 million in 1968.

British airlines' earnings on international routes from British residents in 1968 amounted to £157 million.

A fuller account of the balance of payments for civil aviation will be given in an article to be published in the *Board of Trade Journal* shortly.

Travel

The travel account has shown a marked improvement in recent years, from a net deficit of £97 million in 1965 to a small surplus in 1968.

In these years, British earnings from tourists and business visitors have been increasing rapidly and with the added stimulus of devaluation, they rose by 20 per cent between 1967 and 1968. This year's increase promises to be of the same order, though one can-

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

not be too confident before knowing the outcome in the third quarter, when nearly half our overseas visitors come. The improvement has resulted mainly from growth in the numbers of visitors, but partly also from increases in their average expenditure in terms of sterling, despite their staying no longer, on average, in this country.

From 1960 to 1965, travel debits grew faster than credits but in 1967 they were reduced in consequence of the imposition of currency restrictions at the end of 1966. To its effects were added in 1968 those of devaluation, which strengthened the trend towards cheaper holidays abroad. Though the numbers going abroad continued slowly to increase, average expenditure per visit was reduced. Expenditure on holidays abroad fell to a greater extent than total expenditure on travel (business expenditure having continued to grow).

This year, the number taking holidays abroad have increased quite substantially, though average expenditure is still being restrained and consequently travel debits have so far increased less than credits.

Insurance

Overseas insurance earnings are included in two places in the balance of payments accounts. The earnings of overseas branches, subsidiaries and associates of United Kingdom insurance companies, together with dividends and interest on portfolios of overseas securities received by United Kingdom insurance companies and by the Corporation of Lloyd's, are classified under 'interest, profits and dividends'. Insurance brokers' earnings, and the earnings of British insurance companies and Lloyd's underwriters from risk underwriting and other insurance are classified as earnings from financial and allied services. The two components are brought together in the figures given in footnote (‡) to the accompanying table.

Total United Kingdom net insurance income from overseas was nearly £180 million in 1968. Just over half of this amount represented the earnings of insurance companies, about a third represented the earnings (on an estimated accruals basis) of the Corporation of Lloyd's, and the remainder represented the earnings of insurance brokers.

There has been a substantial rise in net insurance earnings since 1966, following a couple of years when earnings, especially in North America, were depressed by a series of natural disasters, including the notorious Hurricane Betsy. The recovery has been assisted by adjustments to premium rates, and (in terms of sterling) by the effects of devaluation.

The improvement is most clearly evident in the earnings of Lloyd's underwriters, who have a large stake in the North American market. Despite a slight setback in 1968, due in part to losses following racial riots, the North American earnings of insurance companies were also higher than two or three years before. As a proportion of all overseas earnings - but excluding earnings on portfolio investment by insurance companies - earnings on North American business increased from one half in 1965 to 70 per cent of a substantially larger total in 1968.

Royalties etc.

These transactions too yield a surplus, both in respect of technological royalties, and royalties on gramophone records, printed matter and performing rights. Figures for 1968 are still very incomplete, but the indications are that there will have been increases on both sides of the account, probably leading to an improvement in the net balance.

Interest, profits and dividends

The net balance in respect of interest, profits and dividends remained at much the same level in 1966, 1967 and 1968, in spite of big changes in its components, some of which show large fluctuations from year to year. In 1968, though private investment earnings on balance made a larger contribution than in 1967, the adverse balance for the public sector increased. In the first half of this year, there has been a very big improvement in the private sector component, partially offset by a further increase in public sector debits.

Between 1967 and 1968, earnings on portfolio investment increased much as might have been expected following devaluation, and earnings on direct investment to a greater extent. But other receipts fell slightly, and on the debit side of the account there was an extremely large increase in the profits earned on direct investment from overseas in Britain. Taken together, credits rose by 15 per cent, but debits by 26 per cent, giving an absolute increase of £154 million on each side of the account.

In the first half of this year, there was an exceptionally large surplus on interest, profits and dividends, resulting from favourable movements on both sides of the account. Except in so far as the improvement on the credit side may represent the effects of devaluation only now appearing after having previously been masked by other factors, such a favourable conjunction cannot be relied on to continue; and it is even less safe in this field than in others to double the seasonally adjusted figures for the first half-year, and take the result as the likely outcome for the year.

Earnings on British direct investment overseas increased in 1968 by about one-third, that is by more than twice as much as devaluation could account for. Remittance of dividends to the United Kingdom, however, rose much less, and the greater part of the increase in earnings was offset by a contra entry in the capital account of the Balance of Payments, where unremitted profits are included as part of outward investment.

Debits on direct investment in the United Kingdom increased by over 40 per cent. (The 1968 estimate is not yet firm, but it is quite broadly based.) The large increase probably reflects the concentration of overseas-owned companies in those industries where profits were cyclically high in 1968 (e.g. motors and consumer durables).

In the first half of 1969, credits were at much the same level as in the second half of 1968 (rather higher than in 1968 as a whole), but debits fell back, reflecting in part the lower level of company profits in certain industries.

Income from portfolio investment is the most stable of the three components of interest, profits and dividends. There was a fairly sharp increase in debits in 1968, partly due to the change in the net flow of inward portfolio investment in 1967 and 1968. There has been no marked change so far this year.

Despite devaluation, there was no increase in 1968 in income from other investment (including oil), mainly because of the after-effects of the Suez crisis. Receipts have, however, increased sharply in the first half of this year, judging from the seasonally adjusted figures. (There is, however, particular difficulty in determining the correct seasonal adjustment to this series.)

Debits on oil investment and other liabilities (mainly those of the public sector) increased by 15 per cent in 1968; the increase would have been 27 per cent if interest on the North American loans had been paid. Higher interest rates and the rise in Britain's short-term indebtedness were factors in this change. There was a further increase under this heading in the first half of this year.

Notes and Definitions

Additional detail is to be found in the Balance of Payments Pink Book for 1969; in the September issue of *Economic Trends;* and in the following articles in the *Board of Trade Journal:*

Civil aviation (next month)
Travel (August 27, 1969)
Direct investment (May 9, 1969)
Films and television (December 6, 1968)
Royalties, etc. (May 14, 1969)

Trends in invisible earnings throughout the world up to 1966 are summarized in 'World Invisible Trade', published earlier this year by the Committee on Invisible Exports.

The overseas earnings of United Kingdom financial institutions were discussed in an article under that title in the Bank of England *Quarterly Bulletin* for December 1968.

Shipping. There are difficulties in valuing oil freights, particularly in periods such as that following the closure of the Suez Canal. Subject to certain adjustments, use is made of the AFRA freight rate (Average Freight Rate Assessment, compiled by a panel of London brokers). For a fuller discussion of the problems of valuation, see the Technical Note on page xvi of *Economic Trends* for December 1967.

The entries for **Travel** relate to the expenditure of holiday, business and other visitors. They exclude fares (except international rail fares, which are included).

Credits for **Financial and allied services** include the overseas earnings of banking and insurance (except those of overseas branches, subsidiaries and associates, or on overseas portfolios, which are included under 'interest, profits and dividends'); merchanting profits on third-country trade; and overseas earnings of the Baltic Exchange, Lloyd's Register of Shipping, the Stock Exchange, and other financial intermediaries.

Interest, profits and dividends are after deduction of local taxes. The whole of the profits earned on direct investment are taken into account, a contra balance of payments entry under 'private investment' being made in respect of unremitted profits. 'Other' includes interest payments and receipts on inter-government loans and other

£ million

	1964	1965	1966	1967	1968	1969 Jan.-June†
Credits:						
Private services:						
Shipping	687	725	718	798	956	456
Freights and fares	557	582	565	630	767	
Time-charter receipts	35	40	41	46	57	
Disbursements of overseas shipping	95	103	112	122	132	
Civil aviation	143	161	178	200	233	140
Fares, freights, etc.	114	127	141	155	178	
Disbursements of overseas airlines	29	34	37	45	55	
Travel	190	193	219	236	282	171
Other services:						
Financial and allied‡	103	100	110	152	195	
Films and television	20	29	34	49	51	454
Royalties, etc.	58	64	74	79	616	
Miscellaneous	377	397	426	469		
Total	1,578	1,669	1,759	1,983	2,333	1,221
Interest, profits and dividends§	900	1,024	994	1,019	1,173	685
Direct investment	370	400	429	438	581	307
Portfolio investment	143	157	153	145	164	78
Oil and other	387	467	412	436	428	300
Private transfers	131	135	134	135	147	73
Government services	45	46	42	36	44	17
Total credits	2,654	2,874	2,929	3,173	3,697	1,996
Debits:						
Private services:						
Shipping	724	728	716	780	895	448
Freights and fares	237	236	235	283	333	
Time-charter payments	177	169	162	172	202	
Disbursements abroad	310	323	319	325	360	
Civil aviation	116	134	150	172	213	123
Fares, freights, etc.	53	62	68	82	103	
Disbursements abroad	63	72	82	90	110	
Travel	261	290	297	274	271	151
Other services:						
Films and television	14	22	25	22	26	229
Royalties, etc.	51	57	57	67	395	
Miscellaneous	226	241	263	277		
Total	1,392	1,472	1,508	1,592	1,800	951
Interest, profits and dividends§	493	555	578	600	754	385
Direct investment	203	235	204	216	312	131
Portfolio investment	70	80	86	91	105	50
Oil and other	220	240	288	293	337	204
Transfers	317	344	363	385	403	
Private	154	167	183	197	225	113
Official	163	177	180	188	178	246
Government services	314	316	332	312	328	
Total debits	2,516	2,687	2,781	2,889	3,285	1,695
Invisible balance	**+138**	**+187**	**+148**	**+284**	**+412**	**+301**

† Seasonally adjusted.

‡ Total insurance earnings, including the profits of insurance companies' overseas affiliates, and income from overseas portfolios (both of which are included under 'Interest, profits and dividends') were as follows:

	1965	1966	1967	1968	1969 Jan.-June
	80	108	147	177	

§ An alternative breakdown is:

I.p.d. credits:					
Private sector	979	939	963	1,135	664
Public sector	45	55	56	38	21
I.p.d. debits:					
Private sector	377	360	370	481	198
Public sector	178	218	230	273	187

official investment; charges on drawings from the IMF; interest on external liabilities and claims; interest on trade credit; income from real estate owned abroad (other than through the overseas subsidiaries of property companies); and income from trust funds invested abroad.

The entries for **Government services** relate predominantly to military, administrative and diplomatic expenditure.

Official transfer payments include economic and military grants to other countries, and subscriptions to international organizations.

Private transfers include gifts, legacies, workers' remittances, and the transfer of assets by migrants.

Footwear industry: orders and deliveries

IN THE THREE MONTHS ending July net new orders received by the footwear industry were 5 per cent less than in the corresponding months of 1968; deliveries were 4 per cent less. Order books at the end of July were 2 per cent lower than at the end of July last year.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production series (Reference P17).

Million pairs

	Orders-on-hand (end period)	Net new orders	Deliveries
1964	35·8	—	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1967	37·9	16·2	15·9
1968	41·2	17·0	16·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter	30·2	12·0	15·9
4th quarter	37·9	18·9	16·3
1968 1st quarter	46·0	19·8	17·1
2nd quarter	50·0	16·8	15·4
3rd quarter	38·2	13·0	17·0
4th quarter	41·2	18·5	17·5
1969 1st quarter	47·5	19·1	17·0
2nd quarter p	48·9	15·7	15·2
1968 May	55·2	20·5	16·5
June	50·0	9·8	15·0
July	43·6	9·4	15·8
August	41·3	12·8	15·1
September	38·2	16·9	20·0
October	39·6	20·9	19·5
November	38·1	17·3	18·8
December	41·2	17·4	14·3
1969 January	39·7	13·7	15·2
February	44·2	22·1	17·6
March	47·5	21·4	18·1
April p	50·6	18·4	15·3
May p	52·5	16·8	14·9
June p	48·9	11·9	15·5
July p	42·8	9·1	15·2

The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

WHOLESALE PRICE INDEX NUMBERS

Sharp copper price rise in August

THERE WAS AN increase of ½ per cent in the provisional price index for materials and fuel used in manufacturing in August, attributable to a rise of 10 per cent in the price of copper. There was a slight overall rise in the prices of other non-food materials, and this, together with the copper increase, was only partly offset by a fall of 1 per cent in prices of food and drinks materials. Trends in the period since January as a whole have been similar: a rise of ½ per cent in non-food materials other than copper was more than offset by a 3½ per cent decline in prices of food and drinks materials, but as the result of a 28 per cent increase in copper prices the overall index has risen by a little over 1 per cent.

The price index for home sales of manufactured products, which rose about ½ per cent in each of the preceding four months, was (on provisional figures) unchanged in August. A decline of ½ per cent in prices of food products was balanced by increases in the prices of a number of other products of manufacturing industry.

Materials and fuel used by broad sectors of industry (Table 1)

Provisional index numbers for most sectors moved up in August, but increases were small except in engineering sectors, which were affected by the copper price increase. The index for the food manufacturing industries fell by ½ per cent due to reductions (probably mainly seasonal) for a number of home-produced materials. The index for the textile industries fell for the third month in succession, due to a continued fall in the prices of jute and cotton. Compared with a year ago, this index has risen by 1 per cent, less than for any other sector.

Output of broad sectors of industry – home sales (Table 2)

The provisional index for the food manufacturing industries fell by ½ per cent in August. In other sectors, prices edged upwards, except in the textile industries, where the index numbers were unchanged.

Table 1. Price index numbers of materials purchased **1963=100**

1968 SIC		1968			1969		1968	1969							
		2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	Aug.	Jan.	Feb.	Mar.	Apr.	May	June	July p	Aug. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY														
Orders III to XIX	Basic materials and fuel used in manufacturing industry:	116·4	116·1	118·3	119·6	120·3	115·9	119·7	119·5	119·5	120·0	120·2	120·8	120·3	121·1
	Basic materials	116·0	115·5	118·0	119·6	120·5	115·3	119·7	119·5	119·5	120·1	120·4	121·0	120·4	121·4
	†Fuel	119·6	119·7	119·9	119·9	119·8	119·5	119·9	119·9	119·9	119·8	119·8	119·8	119·8	119·8
Orders IV to XIX	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries:	119·5	119·3	120·4	122·3	124·2	119·1	122·0	122·3	122·7	123·7	123·9	124·9	124·5	126·2
	Basic materials other than fuel	119·5	119·2	120·5	122·8	125·2	118·9	122·4	122·8	123·3	124·6	124·8	126·1	125·6	127·7
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY														
2															
11-229	Food manufacturing industries	110·1	109·4	113·4	113·7	112·5	109·2	114·5	113·6	112·9	112·4	112·7	112·4	111·8	111·2
Order V	Chemicals and allied industries	115·6	114·7	114·6	115·2	116·2	114·8	114·8	115·3	115·5	115·9	116·2	116·4	116·8	117·2
311 and 312	Steel industries	114·3	114·2	114·6	115·3	115·6	114·2	115·3	115·3	115·4	115·4	115·4	116·0	116·3	116·2
Order VII (excluding MLH 342)	Mechanical engineering industries	116·6	116·4	117·2	120·0	122·6	116·2	118·8	120·2	120·9	121·9	122·2	123·7	125·6	126·4
Order IX	Electrical engineering industry	129·6	128·1	130·0	136·7	143·2	127·3	135·1	137·4	137·7	141·3	142·6	145·9	146·4	149·5
361	Electrical machinery industry	124·3	122·8	124·0	128·2	132·5	122·4	127·0	128·5	129·0	131·0	132·0	134·3	135·2	136·5
Order XIII	Textile industries	102·2	102·6	104·3	103·7	104·3	102·1	104·0	103·6	103·5	104·2	104·7	104·1	103·5	103·3
Order XV	Clothing and footwear industries	109·8	110·8	112·4	114·2	116·0	110·7	113·7	114·2	114·8	115·8	116·1	116·1	116·1	116·1
Order XVII	Timber industries	119·8	120·7	122·3	124·3	126·0	120·5	123·6	124·5	125·2	125·5	126·0	126·6	127·4	127·6
481-484	Paper industries	115·4	115·8	116·0	118·0	119·4	115·7	117·6	118·1	118·4	119·0	119·5	119·6	121·0	121·2
Order XX	Construction materials	114·7	114·9	115·6	116·6	118·1	114·7	116·0	116·7	117·1	117·5	118·0	118·7	119·5	119·6
Part of Order XX	House building materials	116·7	117·0	117·8	118·9	120·6	116·8	118·3	119·0	119·5	120·0	120·5	121·2	121·9	122·0

† Coal, gas and electricity. (Crude oil is included in basic materials used in manufacturing industry.)

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Table 2. Price index numbers of output **1963=100**

1968 SIC		1968 2nd qtr.	1968 3rd qtr.	1968 4th qtr.	1969 1st qtr.	1969 2nd qtr.	1968 Aug.	1969 Jan.	1969 Feb.	1969 Mar.	1969 Apr.	1969 May	1969 June	1969 July p	1969 Aug. p
	OUTPUT OF MANUFACTURED PRODUCTS														
Orders III to XIX	All manufactured products: Total sales	116·6	117·2	118·2	119·5	120·3	117·2	119·3	119·6	119·7	120·0	120·3	120·6	120·8	120·8
	Home sales	115·2	115·7	116·7	118·2	119·2	115·7	117·9	118·3	118·5	118·9	119·2	119·5	119·8	119·8
Orders IV to XIX	Products of manufacturing industries, other than food, drink and tobacco: Total sales	115·2	115·6	116·2	117·0	117·8	115·6	116·8	117·1	117·2	117·6	117·8	118·1	118·4	118·4
	Home sales	112·5	112·8	113·1	114·1	115·1	112·7	113·7	114·1	114·4	114·8	115·1	115·4	115·8	115·9
	OUTPUT OF SELECTED BROAD SECTORS TO INDUSTRY														
211-229	Products of the food manufacturing industries: Home sales	114·4	115·1	115·7	117·0	118·0	115·1	116·7	117·1	117·3	117·6	117·9	118·4	118·8	118·1
Order V	Chemicals and allied industries: Total sales	108·1	108·6	108·6	109·0	109·3	109·5	109·0	109·0	108·9	109·6	109·1	109·2	109·5	109·6
	Home sales	105·7	105·7	105·5	105·7	105·9	105·7	105·5	105·6	105·8	106·1	105·6	106·0	106·4	106·6
311 and 312	Steel industries: Total sales	107·5	107·9	107·8	108·8	110·1	107·8	108·6	108·7	109·1	109·3	109·4	111·6	114·4	114·5
	Home sales	107·2	107·1	107·2	107·6	108·7	107·2	107·4	107·6	107·8	107·8	107·9	110·5	114·0	114·1
Orders VII to XII	Engineering and allied industries: Total sales	116·0	116·7	117·4	118·1	118·7	116·7	117·8	118·3	118·3	118·5	118·7	119·0	119·4	119·5
	Home sales	113·2	113·4	113·8	114·9	116·2	113·3	114·4	115·0	115·4	115·8	116·2	116·6	117·2	117·3
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	115·1	115·4	115·8	117·2	118·7	115·4	116·6	117·3	117·8	118·3	118·6	119·2	119·8	119·9
Order IX	Electrical engineering: Home sales	112·8	112·2	112·8	113·7	115·0	112·2	113·1	113·8	114·3	114·6	115·1	115·4	116·0	116·2
Order XIII	Textile industries other than clothing: Total sales	108·2	109·0	110·3	111·6	112·6	108·8	111·1	111·7	112·1	112·4	112·6	112·7	112·8	112·8
	Home sales	107·2	108·0	109·2	110·4	111·3	107·9	110·2	110·4	110·7	111·1	111·4	111·5	111·6	111·6
Order XV	Clothing and footwear: Home sales	108·6	109·1	109·7	110·6	111·3	109·1	110·4	110·6	110·7	111·0	111·5	111·6	111·7	111·8
Order XVII	Timber industries: Home sales	118·9	119·4	119·7	121·3	122·2	119·4	120·7	121·4	121·8	122·1	122·3	122·3	122·5	122·6
481-484	Paper industries: Home sales	113·4	113·5	113·4	116·1	117·2	113·5	115·1	116·3	116·8	116·9	117·1	117·5	118·0	118·2
Order XX	New construction‡	118	120	120	123					123					

‡ Index of building costs figures relate to average for the quarter.

Table 3(a). Commodities produced in the United Kingdom **1963=100**

1968 SIC		1968 Aug.	1969 Feb.	1969 June	1969 July p	1969 Aug. p
101	Coal†	110·1	115·3	110·8	111·0	111·0
102/2	Slates	120·6	120·6	120·6	120·6	..
109/3	Salt	93·9	97·2	93·9	93·9	93·9
211	Flour	122·5	122·5	122·5	122·5	122·5
216	Sugar, refined	91·6	99·3	95·8	96·5	93·3
217	Chocolate and sugar confectionery	116·5	122·1	124·2	124·4	124·6
231	Beer	129·3	137·8	140·1	140·1	140·1
240	Tobacco and cigarettes	129·4	138·4	138·4	138·4	138·4
261/1	Hard coke	113·6	113·6	113·6	113·6	113·6
262	Motor spirit, standard grade (including duty)	132·3	141·8	146·5	146·5	146·5
262	Medium fuel oil (950 secs.)	111·9	112·6	111·6	109·9	108·1
263	Lubricating oils and greases	111·8	110·8	110·1	110·1	110·1

1968 SIC		1968 Aug.	1969 Feb.	1969 June	1969 July p	1969 Aug. p
271	General chemicals	103·0	102·9	104·3	104·6	104·7
272	Pharmaceutical chemicals	93·8	93·7	94·2	93·8	93·7
272	Pharmaceutical preparations	95·8	94·8	94·7	94·6	94·6
273	Toilet preparations	121·5	122·0	123·0	124·0	124·0
274	Paint	104·7	104·8	104·7	104·7	104·7
275	Soap	117·0	117·3	122·1	122·7	123·9
275	Soapless detergents	102·9	103·2	105·2	106·0	107·5
276/1	Synthetic resins and plastics materials	95·5	95·8	96·6	96·4	96·6
279/7	Photographic paper and films and photochemical materials	117·3	118·3	118·4	118·4	118·4
311/2	Steel sheets	102·2	102·2	105·8	109·0	109·0
311/2	Tinplate	108·4	108·4	112·4	115·9	115·9
311/2	Other finished steels	107·5	107·9	110·8	114·4	114·4

†This index is based on prices ruling on the last day of the month.

(Continued on next page)

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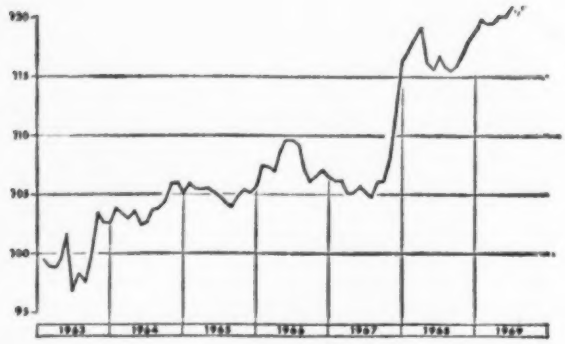
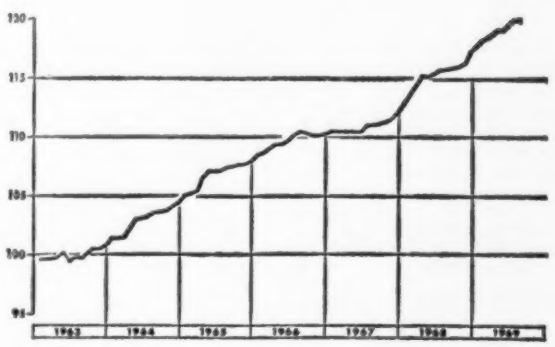
WHOLESALE PRICES INDEX NUMBERS 1963 = 100

ALL MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED

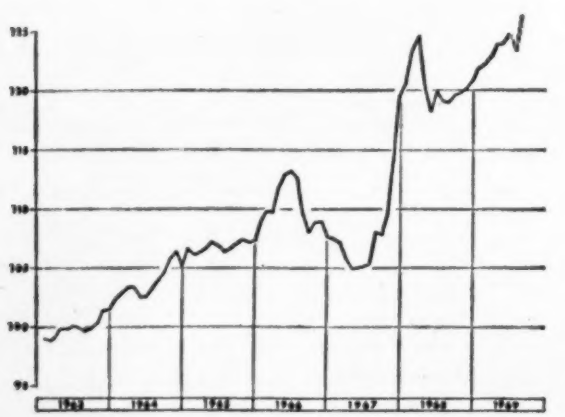


OUTPUT (HOME MARKET)

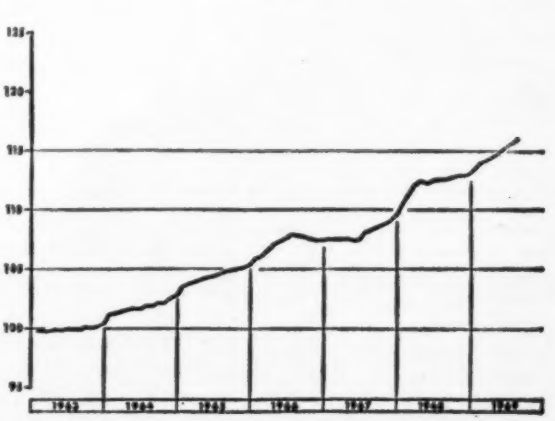


MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)

MATERIALS AND FUEL USED

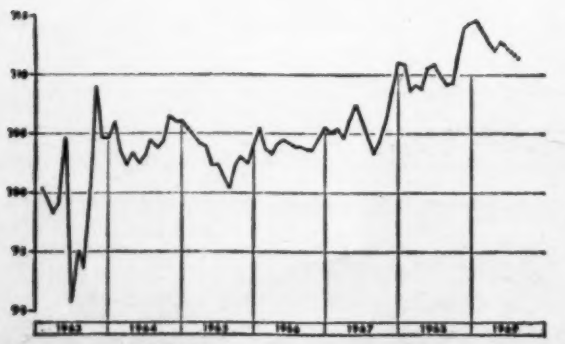


OUTPUT (HOME MARKET)



FOOD MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED



OUTPUT (HOME MARKET)

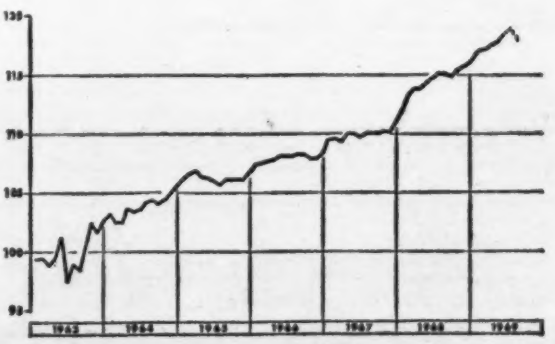


Table 3(a) (*Continued*). Commodities produced in the United Kingdom **1963=100**

1968 SIC		1968	1969			
		Aug.	Feb.	June	July p	Aug. p
312	Steel tubes	113·8	114·0	115·3	120·1	121·3
313/3 and 313/4	Iron castings	113·5	115·2	117·5	117·7	117·7
321	Aluminium and aluminium alloy products:					
	Rolled	129·3	132·1	134·8	134·8	134·8
	Extruded and drawn	126·6	130·4	134·3	134·3	134·3
	Castings	125·5	136·6	139·9	139·9	140·7
	Forgings	116·3	117·8	118·0	122·2	..
322	Brass ingot 65-35, B.S. 1400: B.3 delivered	187·5	232·9	244·4	241·1	252·4
353/1	Dental goods	124·5	125·6	125·4	125·0	127·4
365/1	Gramophone records, etc.	104·2	104·5	104·5	104·5	104·5
368	Domestic electrical appliances	104·3	104·2	104·2	104·0	104·0
391	Tools and implements	118·3	119·8	123·6	123·9	124·3
392	Cutlery, spoons and forks	117·9	118·4	119·0	119·8	120·8
	Cutlery (other than razors and razor blades)	122·2	123·1	123·1	123·1	123·2
	Spoons and forks	138·8	139·9	140·3	140·3	141·7
399/6	Domestic hollow-ware	137·2	138·3	144·0	145·8	145·8
399/7	Vats, tanks, cisterns and other industrial hollow-ware	112·3	113·4	113·5	113·5	113·5
399/9	Domestic gas appliances	102·0	102·0	102·0	102·0	102·0
411	Man-made fibres	86·4	87·0	87·3	87·7	87·7
412, 414/5 and 415	Man-made fibres yarns	99·9	101·8	102·3	102·4	102·4
412/1	Cotton and cotton mixture yarns	131·1	133·8	135·8	135·8	..
413/1	Cotton cloth	124·4	129·8	133·1	133·3	..
413/5	Man-made fibres fabrics	106·3	107·8	108·3	108·3	108·4
413/6	Linen	122·7	124·1	125·1	125·1	126·3
414/1	Wool tops	83·6	85·8	87·6	86·8	87·1
414/2	Worsted yarn	96·9	98·3	101·4	100·6	100·4
414/5	Woollen fabric	110·0	111·8	113·8	113·8	113·8
415/1	Jute yarn	135·8	155·8	155·8	155·8	155·8
415/2	Jute piece-goods	135·9	147·0	147·0	147·0	147·0
416	Rope, twine and net	95·7	97·5	98·8	98·7	98·9
417	Hosiery and other knitted goods	97·6	98·6	99·0	99·2	99·1
419	Carpets and rugs	109·7	113·8	114·1	114·1	114·1
422/2	Canvas goods and sacks	105·8	113·5	107·5	107·5	107·5
431/1	Leather for footwear	124·6	134·6	138·7	138·2	..
432/1	Travel goods	115·4	117·8	119·4	119·9	119·9
441-449	Made-up clothing	108·7	110·4	111·3	111·4	111·6
441	Weatherproof outerwear	105·4	105·9	106·5	106·9	107·0
442	Men's and boys' tailored outerwear	107·5	108·4	109·5	109·5	109·6
443	Women's and girls' tailored outerwear	112·0	112·5	113·6	113·6	113·6
445/1	Women's and girls' light outerwear	110·9	114·1	114·4	114·4	114·5
450	Footwear	109·8	110·7	112·0	112·0	112·0
461/1	Refractory goods, including bricks	112·9	114·0	117·2	119·2	119·2
461/2	Non-refractory goods, including bricks	110·1	110·5	111·7	112·8	112·8
	Building bricks, fletton, common, *delivered*	112·5	112·5	116·2	116·2	116·2
	Building bricks, common other than fletton, *ex-works*	120·6	118·9	120·2	120·9	120·9
462/1	Pottery, electrical ware	113·2	113·2	115·3	115·3	115·3
462/3	Domestic china and earthenware	125·2	125·9	127·5	129·2	130·0
463/1	Glass (other than containers)	110·2	111·1	112·4	112·6	112·6
463/2	Glass containers	109·6	109·6	113·1	113·1	113·1
464	Cement, delivered	109·0	109·0	109·0	109·0	109·0
469/1	Abrasive paper and cloth	113·8	113·8	118·3	120·2	120·2
469/2	Cast stone and cast concrete products	110·6	110·6	110·7	111·3	111·3
471/1	Home-grown hardwood, sawn	109·1	111·6	111·7	113·6	113·9
471/2	Building joinery	125·6	126·5	128·0	128·0	128·2
472	Domestic furniture	118·4	120·6	120·8	120·9	121·1
473	Bedding, etc.	115·4	117·9	119·2	119·7	119·9
475/2	Wooden boxes, packing cases, crates, etc.	119·2	120·3	122·0	122·0	122·0
481	Paper and board	113·5	115·9	116·4	117·3	117·7
482/1	Cardboard boxes, carton and fibreboard packing cases	114·3	120·7	122·6	122·6	122·7
482/2	Packaging products of paper etc.	113·7	113·7	113·7	115·1	115·8
	Paper bags	106·5	112·0	111·8	111·8	112·3
483	Manufactured stationery	114·5	116·9	119·2	119·3	119·3
484/1	Wallpaper	130·6	124·2	124·2	124·2	124·2
491/1	Rubber tyres and tubes	105·4	105·4	112·2	112·3	112·3
491/2	Rubber goods (other than tyres and tubes)	108·6	111·4	113·6	113·9	114·3
492	Linoleum and felt base	129·7	129·7	129·7	129·7	129·7
493	Brushes and brooms	111·0	114·3	115·0	115·0	115·0
494/1	Toys and games	115·3	117·3	119·2	119·2	119·2
494/2	Perambulators, etc.	113·1	117·5	121·5	121·5	121·6
494/3	Sports equipment	111·1	111·7	113·0	113·0	..
495/1	Pens and pencils	113·4	114·2	114·5	114·6	114·6
495/2	Other stationers' goods	112·0	112·8	115·0	115·0	115·1
496	Plastics products	90·4	93·3	93·6	93·1	93·7

Monthly Digest of Statistics

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Table 3(b). Commodities wholly or partly imported into the United Kingdom **1963=100**

	1968	1969			
	Aug.	Feb.	June	July	Aug.
Hides and skins	130·2	150·1	161·5	157·1	151·5 p
Imported	124·6	146·5	152·4	148·0	146·6 p
Native	137·8	155·0	173·9	169·7	158·3
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	131·5	136·7	136·7	136·7	136·7
Copper, ex-ship, wharf or warehouse†	190·8	232·1	267·8	262·6	290·2
Lead, ex-ship, wharf or warehouse†	166·8	172·4	190·4	207·4	210·9
Nickel, refined, delivered	140·5	153·6	153·6	153·6	153·6
Tin, ingot, min. 99·75% settlement price†	142·5	151·0	157·2	160·0	161·5
Zinc, ex-ship, wharf or warehouse†	148·1	147·3	155·0	156·3	162·0
Oil, resins and gums:					
Linseed oil, crude, Argentinian	125·0	141·3	124·9	134·6	136·2
Palm oil, c.i.f., in bulk	84·3	88·2	90·8	89·1	93·4
Whale oil, crude	147·3	131·4	131·4	140·1	147·3
Pyrites, c.i.f., United Kingdom ports	154·4	159·1	155·6	155·6	..
Natural rubber	88·6	103·1	111·5	117·0	123·4 p
Sulphur, crude (for acid making), c.i.f.	216·6	205·5	205·5	205·5	..

	1968	1969			
	Aug.	Feb.	June	July	Aug.
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	113·7	121·1	122·7	121·8 p	120·5 p
Cotton, raw	111·5	103·5	104·9	103·8	102·0
Jute, raw, PWC grades, c.i.f. Dundee	152·3	175·7	175·0	161·9	156·8
Jute, raw, PWB grades, c.i.f. Dundee	141·5	159·0	157·3	148·4	144·8
Silk, raw, delivered mill	138·2	129·3	135·7	135·8	135·8 p
Sisal, East Africa, No. 1 Grade, c.i.f. London	54·6	53·6	52·1	51·6	..
Wool, raw	83·6	85·3	84·7	83·3	83·4 p
Crossbred, medium and coarse, c.i.f. UK	65·8	68·8	71·1	71·1	70·7 p
Crossbred, fine, c.i.f. UK	86·6	87·2	84·4	83·4	84·5 p
Merino, c.i.f. UK	96·7	96·6	94·0	91·5	91·5 p
Timber:					
Imported hardwood (ex-yard or wharf)	126·7	130·6	133·6	133·8	134·1 p
Imported plywood (delivered to consumers)	126·4	131·7	134·9	135·9	135·9 p
Imported softwood (delivered to consumers)	126·3	130·8	132·5	132·8	132·8 p
Woodpulp, imported	119·2	122·6	124·0	127·8	127·8 p

†L.M.E. means of buyers' and sellers' prices at close of morning session.

INDEX NUMBERS OF WHOLESALE PRICES:

The index numbers of wholesale prices relating to 1963=100 *supersede those previously published on the base* 1954=100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the Board of Trade will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954=100 *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963=100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in this way, conversion factors will be provided on request.*

Price index numbers of materials purchased **1954=100**

1958 SIC		1969		
		June	July p	Aug. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY			
Orders III to XVI	Basic materials and fuel used in manufacturing industry	123·7	123·1	124·0
	Basic materials	119·2	118·6	119·6
	Fuel	158·9	158·9	158·9
Orders IV to XIV	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	128·2	127·7	129·5
	Basic materials other than fuel	122·8	122·3	124·3
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY			
211 to 229	Food manufacturing industries	114·3	113·7	113·1
263 to 277	Chemicals and allied industries†	125·1	125·5	125·9
331 to 349 (excluding 312)	Mechanical engineering industries	163·5	165·9	167·0
361	Electrical machinery industry	161·9	163·0	164·5
Order X	Textile industries	101·3	100·7	100·5
Order XIV	Timber industry	140·2	141·1	141·3
481 to 483	Paper industries	126·3	127·9	128·1
Order XVII	Constructional materials	145·4	146·4	146·5
Part of Order XVII	House building materials	148·7	149·6	149·6

NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 21.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale prices index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3548 for index numbers, and Ext. 3411 for all other information.

New companies registered

BELOW are details of new companies registered in Great Britain during August 1969, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	1,225		1,225
Over £100 but under £1,000	57		57
£1,000 but under £10,000	494		494
£10,000 but under £50,000	87		87
£50,000 but under £100,000	8		8
£100,000 but under £1,000,000	9		9
£1,000,000 and over	—		—
Total number	1,880		1,880
Total amount of Nominal Capital	£ thous. 4,667	£ thous.	£ thous. 4,667

Companies registered in Great Britain in 1968 and 1969

	1968		1969	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	1,395	5,721	2,077	6,597
February	1,440	7,323	1,892	7,408
March	1,749	7,592	2,227	25,151
April	1,543	5,124	2,066	5,614
May	1,837	4,034	2,089	6,272
June	1,546	3,735	1,979	5,643
July	1,780	4,748	2,133	10,764
August	1,742	3,836	1,880	4,667
September	1,601	4,316		
October	1,921	5,604		
November	1,829	3,713		
December	1,774	6,178		
Total	20,157	61,924		

CAPITAL EXPENDITURE, *continued from page 746*

seasonally adjusted). This service is, however, very erratic and quarterly figures often show markedly irregular movements.

Revision of Figures

The figures for the first quarter have been revised to take account of returns which were received too late to be included in the first quarter estimates published on July 9. The 1967 and 1968 capital expenditure figures for the distributive and service industries (excluding shipping) have been revised slightly to take account of Annual Inquiry results.

Revised estimates of industry's capital expenditure in the second quarter of 1969 taking account of late returns will be published in the *Board of Trade Journal* next month.

Implications for 1969 as a whole

The quarterly series can move erratically and the distortion associated with the cessation of the higher rates of investment grants at the end of 1968 (significantly affecting the figures for manufacturing and shipping industries and to a lesser extent the figures for the distributive and service trades) adds to the difficulty of interpretation. In manufacturing industry investment appears to have risen very little since the autumn of last year; it has been, on average, at the quarterly rate of £349 million (1963 prices, seasonally adjusted) for the last three quarters. In the second half of 1969 the rate of expenditure will need to rise by about 10 per cent, i.e., to about £385 million a quarter, to attain the increase in the region of the rise of 7 to 8 per cent in real terms between 1968 and 1969 suggested by the forecasts provided by manufacturers in May 1969. There was, however, a rise of about 8 per cent between the first and second halves of 1968 after allowing for the exceptionally high figure for the fourth quarter. Investment by the distributive and service industries was estimated to rise by about a tenth (in real terms) between 1968 and 1969 on the basis of companies' forecasts in May this year but the latest figures indicate that a substantial rise of about a sixth betwene expenditure in the first half of 1969 and expenditure in the second half will be required for this increase to be realised.

The erratic nature of the shipping industry's quarterly figures – which reflects the 'lumpiness' of payments for ships – makes it unwise at this stage to attach significance to the comparatively low figure for the second quarter. In May shipowners' forecasts suggested the maintenance in 1969 of the high rate of expenditure reached in 1968.

Companies are currently being asked to provide up-to-date forecasts of their investment in 1969 and in 1970. The results of this latest inquiry will become available next month.

Registrations of British and Foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, September 12, 1969.
BR/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Laughter in the Dark	Br/E 34387	103	September 8	United Artists Corporation Ltd.	Woodfall Films Ltd.
Waiting for Caroline	Br/E 34388	84	September 8	" "	National Film Board of Canada
Movietone News 2101	Br/E 34301	8	September 12	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2101A	Br/E 34302	8	September 12	" "	" "
Pathe News 69-73	Br/E 34353	8	September 12	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-74	Br/E 34354	7	September 12	" "	" "
				FOREIGN	
Complicated Girl	F 34389	93	September 10	Cinecenta Film Distributors Ltd.	Fona Roma, Rome
Erotic Urge	F 34390	81	September 10	S.F. Film Distributors Ltd.	S.P.C.E. (Societe Production Cinematograph Europenne), Paris and M.R.S., Paris
Target for Killing	F 34391	70	September 10	" "	Intercontinental-Film, GMBH, Wien, Austria, Produzioni Europee Associate SAS, Napoli, Italy

CORRECTION TO THE REGISTER
The playing time of the film 'Targets' (F 33729) registered on January 6, 1969, has been corrected to 76 minutes.
AMENDMENT TO THE REGISTER
The playing time of the film 'Dayton's Devils' (F 33946) registered on February 25, 1969, has been amended to 71 minutes.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series.

Monthly at £1 a year post free:
Imported Timber for July 1969
Wood Chipboard for July 1969

Quarterly at 7s. 6d. a year post free:
Toilet Preparations for Second Quarter 1969
Perambulators, Bed Folders and Pushchairs for Second Quarter 1969
Hosiery and Other Knitted Goods for First Quarter 1969
Warp Knitted Fabrics for First Quarter 1969

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on September 3 on page 599.

Civil Aviation Series.

Airlines (Monthly) for May 1969

A complete list of titles in the Civil Aviation Series is as follows:
Airport Activity (M)
Air Passenger (M)
Air Freight and Mail (M)
Airlines (M)
Airlines (Q)

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

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Retail sales in July

AFTER ALLOWING for seasonal influences and month to month fluctuations, the volume of retail sales has remained at much the same level in the first seven months of the year. Because of the exceptionally low level of sales in February, offsetting the correspondingly high sales in January, it is more meaningful to compare the volume of sales in the three months ended July with the volume in the first four months of the year. There was no change in the level of sales between these two periods, sales remaining at about 1 per cent below the level reached in the fourth quarter of 1968, following the upward movement in the second half of that year.

There was a small increase in the volume of sales of clothing and footwear shops and 'other non-food' shops between the first four months of 1969 and the three months May to July, but this increase was matched by a small decline in the level of sales of food shops. There was no significant change in the sales of durable goods shops between these two periods.

The index of the volume of sales in July was 102 (1966=100) compared with 104 in June – a marked fall which may, in part at least, be an erratic movement in a volatile series. It is to be noted that the appropriate allowance for seasonality in the July figure is subject to additional uncertainty because this year retailers supplied sales figures for a period covering 5 weeks instead of the usual 4 weeks. An extra week is needed every 5 or 6 years to compensate for the irregularities of the calendar. The technical note below explains this more fully.

Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	105	101	108	105	119	106
2nd quarter	102	101	103	102	101	103
3rd quarter	103	102	104	104	105	103
4th quarter	104	104	104	105	106	104
1969 1st quarter	102	103	101	103	102	100
2nd quarter	104	103	104	105	103	103
1969 Jan.-April	103	103	102	103	102	101
May-July	103	103	103	105	102	102
Percentage increase	—	—	*1*	*2*	—	*2*
1968 July	102	101	103	104	103	103
August	104	102	105	106	107	104
September*	103	103	103	104	106	103
October	104	104	104	103	106	104
November	105	105	105	106	107	104
December*	104	103	104	106	105	103
1969 January	104	105	103	107	102	103
February	101	103	99	101	99	97
March*	102	102	102	100	105	101
April	104	103	103	105	102	103
May	103	103	104	106	103	103
June*	104	103	104	105	105	103
July*	102	102	101	104	99	101

VALUE OF SALES COMPARED WITH A YEAR EARLIER

Food shops

The value of the sales of food shops in July was 6 per cent higher than in July 1968; the rise in prices of goods sold in these shops is estimated to have accounted for all of this increase. The sales of both grocers and off-licences continued to show in July substantial increases on a year earlier.

Clothing and footwear shops

The sales of clothing and footwear shops do not appear to have been adversely affected by the more than normally warm and sunny weather. The value of the sales in July was 4 per cent higher than in July 1968, much the same increase as was recorded for the price of clothing and footwear.

The 12 per cent increase in the sales of multiple women's wear shops in July played some part in maintaining the volume of sales of clothing and footwear shops, but the increase in the value of the sales of men's wear shops in July was also marginally higher than the increase recorded in the previous six months over the corresponding period last year.

Durable goods shops

The 1 per cent fall in the value of durable goods shops' sales in July may have been partly due to the extension of the trading period into August, normally a poor month for purchases of domestic appliances, and partly due to chance variations – for instance, the June figure was particulrly high. The low July figure is reflected in both cash and credit sales. Most of the kinds of business grouped together as durable goods shops recorded relatively low sales in July.

Department stores

Department stores also had a poor month in July, showing sales 2 per cent less than in July 1968. Even in the Central London area, widely reported to be enjoying a boom from overseas visitors, sales were little different from the levels reached in July 1968.

Mail order houses

Mail order houses, on the other hand, showed a larger increase in sales in July, 10 per cent higher than in July 1968, compared with an increase of only 5 per cent between the second quarter of 1968 and the second quarter of 1969.

Miscellaneous non-food shops

Confectioners, tobacconists and newsagents, the largest kind of business within this group, continued to show a very modest increase in the value of sales in July compared with a year earlier; 1 per cent, probably equivalent to a decrease in volume terms of more than 5 per cent.

TECHNICAL NOTE

The returns from the panel of retailers on which the monthly statistics of retail sales are based cover sales in standard periods of four, four and five weeks in each calendar quarter. Some retailers provide sales figures for the periods but provide figures for four week or other periods which are adjusted to the standard periods. Contributors figures are used to compile estimates of total sales of all retailers in twelve parts of a year, expressed in the form of an index of sales per week in each period. The dates to which the periods relate gradually become earlier, by one day in each ordinary year and by two days in a leap year. Since it is desirable to match the periods as closely as possible with calendar months, it is necessary every five or six years to insert an extra week in one of the periods. This was done in July this year; the previous occasion was in February 1964.

It is necessary to bear the effect of the insertion of this additional week in mind in assessing the significance of this and subsequent months' figures. The five weeks of the July period in 1969 ended on August 2, whereas the four weeks of the July period in 1968 ended on July 27. The last week of the five weeks period in 1969 may not have been comparable with the previous four weeks, so that the comparison of sales per week in the two periods may be affected. As the allowances which are made for seasonality in the calculation of the seasonally adjusted series are based on the figures for previous years, they may not be entirely appropriate for the more extended July period of five weeks in 1969. This change might also affect subsequent periods. The November 1969 period, for instance, although it will comprise four weeks as did the November 1968 period, will start and – more important – finish six days later in 1969 than it did in 1968. This might mean that this year it will include rather more of the pre-Christmas trade than the November period of 1968. Nevertheless, examination of the retail trade series following the insertion of an additional week on previous occasions shows that any effect on the seasonal allowances is difficult to discern, especially as there are in this series frequent random month-to-month irregularities which may hide its influence.

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	109	106	111	107	121	110
2nd quarter	107	106	108	105	106	109
3rd quarter	109	109	110	108	111	111
4th quarter	112	111	111	109	113	112
1969 1st quarter	112	114	110	108	110	112
2nd quarter	114	115	114	113	112	115
1969 Jan.-April	113	114	111	109	110	112
May-July	114	114	113	112	111	115
Percentage increase	*1*	—	*2*	*3*	*1*	*2*
1968 July	108	107	109	107	109	110
August	110	109	111	110	112	112
September*	110	110	110	108	111	111
October	111	111	110	107	113	112
November	112	112	112	110	114	112
December*	112	111	112	110	112	113
1969 January	113	114	112	112	110	113
February	111	114	108	107	106	109
March*	112	114	111	106	113	113
April	114	114	113	112	110	114
May	114	115	114	114	112	115
June*	115	115	114	113	114	116
July*	113	114	112	111	108	113

All the series in Tables 1 and 2 are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) See general notes following Table 4.

(†) Including department stores and mail order businesses.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 *(Tel.* 01-222 7877, *Ext.* 2479/2480).

Table 3. Value of retail sales (not seasonally adjusted) – analysis by form of organization

July-Index numbers of values of sales per week (current prices) and *percentage increases on a year earlier (a).*

Figures for earlier periods appeared in the *Board of Trade Journals of* February 7, 1969 and August 6, 1969.

1966 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
ALL KINDS OF BUSINESS	111	*4*	108	*2*	120	*8*	98	*3*
FOOD SHOPS	112	*6*	108	*4*	124	*10*	100	*5*
Grocers	114	*8* (f)	108	*5*	129	*12*	102	*8* (f)
Butchers	100	*1*	..		..		..	
Greengrocers, fruiterers	118	*7*	118	*8*	144	*2*	78	*–9*
Fishmongers, poulterers	97	—	..		..		..	
Bread and flour confectioners	113	*3* (g)	110	*2*	117	*4*	..	
Off-licences	115	*15*	106	*7*	123	*22*	..	
Dairymen	113	*2*	..		..		105	*–1*
NON-FOOD SHOPS	111	*2*	..		..		..	
Clothing and footwear shops	111	*4*	106	*1*	119	*8*	88	*–3*
Footwear shops	106	*2*	104	*2*	110	*2*	80	*–5*
Men's and boys' wear shops	*112*	*4*	*111*	*5*	114	*3*	98	*–1*
Women's, girls' and infants' wear, drapery and general clothing shops	112	*5*	105	—	124	*12*	87	*–3*
Large (c)	—		111	—	—		—	
Medium (c)	—		110	*2*	—		—	
Small (c)	—		101	*–1*	—		—	
Durable goods shops	109	*–1*	106	*–3*	116	*2*	92	*–4*
Furniture shops	105	*–2*	105	*–4*	106	*3*	—	
Large (c)	—		108	*–2*	—		—	
Medium and small (c)	—		104	*–4*	—		—	
Other durable goods shops	114	*1*	107	*–1*	119	*2*	—	
Electricity showrooms	147	*11*	—		147	*11*	—	
Gas showrooms	106	*2*	—		106	*2*	—	
Radio and television rental specialists	..		..		121	*3*	—	
Radio and electrical goods shops (including radio and cycle shops and perambulator shops) (e)	107	*–4*	—		—		—	
Miscellaneous non-food shops (b)	112	*3*	..		..		..	
Confectioners, tobacconists, newsagents	113	*1*	113	*1*	110	*2*	—	
Booksellers, stationers	..		107	*6*	..		—	
Chemists, photographic goods dealers (d)	123	*7*	118	*4*	132	*10*	106	*2*
Jewellers	101	*–2*	100	*–4*	105	*8*	—	
Leather goods, sports goods, toys and fancy goods shops	103	*4*	..		..		—	
Ironmongers and hardware shops	106	*1*	106	*3*	102	*–8*	—	
Other miscellaneous non-food shops	—		101	—	—		—	
Department stores	120	*–2*	—		—		—	
Mail order businesses	98	*10*	—		—		—	

(a) See general notes following table 4.

Table 4. Index numbers of sales per week (not seasonally adjusted) and percentage increase on a year earlier (a)

i) Analysis by broad groups: value and volume

1966 = 100

Sales in 1966 – provisional estimates (£ million)	All kinds of business (£11,372)				Food shops (£4,952)				Non-food shops											
									Total (£6,420)				Clothing and footwear shops (£1,727)		Durable goods shops (£1,176)		Miscellaneous non-food shops (b) (£2,542)		Department stores (£544)		Mail order businesses (£431)	
	Value		Volume§		Value		Volume§		Value		Volume§									
		%		%		%		%		%		%		%		%		%		%
1967	103	*3*	101	*1*	103	*3*	101	*1*	103	*3*	102	*3*	102	*2*	104	*4*	103	*3*	104	*4*	106	*6*
1968	109	*6*	104	*2*	108	*5*	102	*1*	110	*7*	105	*3*	107	*6*	113	*9*	110	*7*	112	*8*	115	*8*
1967 3rd quarter	100	*3*	98	*2*	100	*2*	99	*2*	99	*3*	98	*2*	97	*2*	102	*5*	101	*2*	99	*4*	91	*4*
4th quarter	120	*5*	118	*4*	111	*4*	108	*2*	127	*6*	125	*6*	129	*4*	125	*12*	123	*5*	135	*8*	140	*8*
1968 1st quarter	101	*7*	98	*5*	103	*4*	99	*1*	99	*10*	97	*9*	89	*6*	116	*24*	97	*7*	100	*14*	102	*10*
2nd quarter	104	*6*	99	*2*	106	*4*	100	*1*	103	*7*	98	*3*	104	*6*	99	*5*	104	*9*	99	*7*	109	*8*
3rd quarter	106	*6*	100	*1*	105	*5*	100	—	106	*7*	100	*2*	102	*6*	108	*6*	109	*8*	107	*8*	95	*5*
4th quarter	126	*5*	118	—	117	*6*	110	*2*	133	*5*	125	—	135	*5*	128	*2*	130	*5*	141	*5*	151	*8*
1969 1st quarter	104	*3*	95	*–3*	111	*8*	101	*2*	98	*–1*	90	*–7*	90	*1*	106	*–9*	99	*3*	99	*–1*	102	*–1*
2nd quarter	111	*6*	100	*1*	114	*8*	102	*2*	108	*5*	99	*1*	110	*6*	104	*6*	108	*4*	108	*10*	114	*5*
1969 May	113	*9*	102	*4*	114	*9*	102	*3*	111	*9*	101	*5*	115	*14*	106	*7*	109	*6*	113	*14*	118	*4*
June*	110	*5*	99	*–1*	112	*6*	99	—	108	*3*	98	*–1*	110	*2*	105	*6*	108	*3*	105	*5*	113	*1*
July*	111	*4*	100	*–1*	112	*6*	100	—	111	*2*	101	*–2*	111	*4*	109	*–1*	112	*3*	120	*–2*	98	*10*
1969 January-July	108	*5*	98	*–1*	112	*7*	101	*2*	104	*2*	95	*–3*	102	*4*	106	*–2*	105	*3*	106	*3*	107	*4*

(Continued on next page)

TABLE 4, *continued*

(ii) Analysis by kind of business: value only

Sales in 1966 – provisional estimates (£ million)	Food shops														Clothing and footwear shops					
	Grocers (f) (£2,919)		Butchers (£724)		Greengrocers, fruiterers (£312)		Fishmongers, poulterers (£82)		Bread and flour confectioners (g) (£254)		Off-licences (£217)		Dairymen (£444)		Footwear shops (£268)		Men's and boys' wear shops (£362)		Women's wear shops (£1,097)	
		%		%		%		%		%		%		%		%		%		%
1967	103	3	101	1	101	1	99	–1	104	4	106	6	104	4	102	2	100	—	102	3
1968	109	6	105	4	99	–2	99	—	111	6	116	10	109	5	106	4	106	5	108	6
1967 3rd quarter	101	3	96	–1	103	1	94	–3	104	4	91	6	104	5	99	3	97	2	96	2
4th quarter	111	4	110	3	93	—	103	—	110	6	157	5	108	3	125	5	121	2	132	4
1968 1st quarter	104	4	106	3	93	–3	99	–1	105	5	97	11	108	6	84	3	93	6	89	6
2nd quarter	107	5	101	3	107	–3	100	1	111	8	92	6	107	2	106	4	102	5	104	7
3rd quarter	107	6	100	5	102	—	95	1	111	7	100	9	109	5	103	3	102	5	102	6
4th quarter	119	7	114	4	93	—	103	—	116	5	175	12	113	5	132	5	125	4	138	5
1969 1st quarter	114	9	112	6	96	3	101	2	111	6	105	9	113	5	83	–1	93	—	91	2
2nd quarter	116	9	107	5	113	7	104	4	116	4	107	16	112	5	112	6	107	6	111	7
1969 May	116	11	108	6	114	10	102	6	118	5	107	16	112	5	116	15	112	12	116	14
June*	114	7	103	6	120	6	102	3	111	5	104	12	111	4	113	2	109	2	110	2
July*	114	8	100	1	118	7	97	—	113	3	115	15	113	2	106	2	112	4	112	5
1969 January-July	115	9	108	5	107	6	102	3	113	5	107	13	113	4	99	3	102	3	102	5

Sales in 1966 – provisional estimates (£ million)	Durable goods shops								Miscellaneous non-food shops											
	Furniture shops (£486)		Electricity showrooms (£65)		Gas showrooms (£92)		Radio and television rental specialists† (£109)		Radio and electrical goods, etc. shops (e) (£333)		Confectioners tobacconists, newsagents (£1,030)		Booksellers, stationers‡ (£79)		Chemists photographic goods dealers (d) (£350)		Jewellers (£116)		Leather goods, sports goods, toys and fancy goods shops (£123)		Ironmongers and hardware shops (£298)		Other miscellaneous non-food shops (h) (£100)	
		%		%		%		%		%		%		%		%		%		%		%		%
1967	100	—	116	16	108	8	109	9	108	8	103	3	105	5	103	3	104	4	102	2	102	2	103	3
1968	106	6	140	21	116	7	121	11	118	9	108	6	112	8	111	8	117	12	110	7	109	6	108	5
1967 3rd quarter	98	– 1	116	19	111	10	107	10	104	10	103	2	96	5	105	3	97	1	103	1	101	2	96	3
4th quarter	118	9	143	24	124	13	115	16	140	17	114	4	137	4	123	5	158	11	151	5	116	5	113	6
1968 1st quarter	106	19	154	56	128	31	127	15	122	27	100	3	105	8	95	9	102	28	76	6	101	7	104	6
2nd quarter	99	6	110	6	101	3	109	6	96	6	106	8	93	6	104	8	92	11	90	9	107	9	113	8
3rd quarter	101	3	137	18	112	1	119	11	111	6	111	8	105	10	113	7	106	9	111	8	106	5	100	4
4th quarter	118	—	159	12	121	–2	127	11	143	2	117	3	147	7	131	6	168	6	162	8	121	5	115	1
1969 1st quarter	94	–11	140	– 9	102	–20	139	10	110	–10	103	3	114	9	98	4	95	– 7	78	2	99	– 2	99	– 4
2nd quarter	r102	3	130	18	111	10	124	14	99	3	107	1	101	8	110	6	97	6	93	3	110	3	119	5
1969 May	107	5	126	14	122	16	109	10	97	4	104	2	99	4	109	8	99	8	95	8	115	6	124	10
June*	r101	2	142	15	113	15	137	20	95	—	108	1	102	13	116	3	101	6	92	1	106	2	113	3
July*	105	–2	147	11	106	2	121	3	107	–4	113	1	107	6	123	7	101	–2	103	4	106	1	101	—
1969 January-July	99	–4	137	3	107	–6	130	10	105	–4	106	2	107	8	107	5	97	–1	88	3	105	1	108	1

§Average 1966 prices. ‡Independent retailers only. †Multiple retailers only. r Revised following the receipt of later information.

General notes:

(a) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by July 1969 sales was the five weeks from June 29, 1969 to August 2, 1969, the period in 1968 was from June 30, 1968 to July 27, 1968. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures of variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops, but not multiple rental specialists.

(f) Includes bakery departments of co-operative societies.

(g) Excluding the bakery department of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

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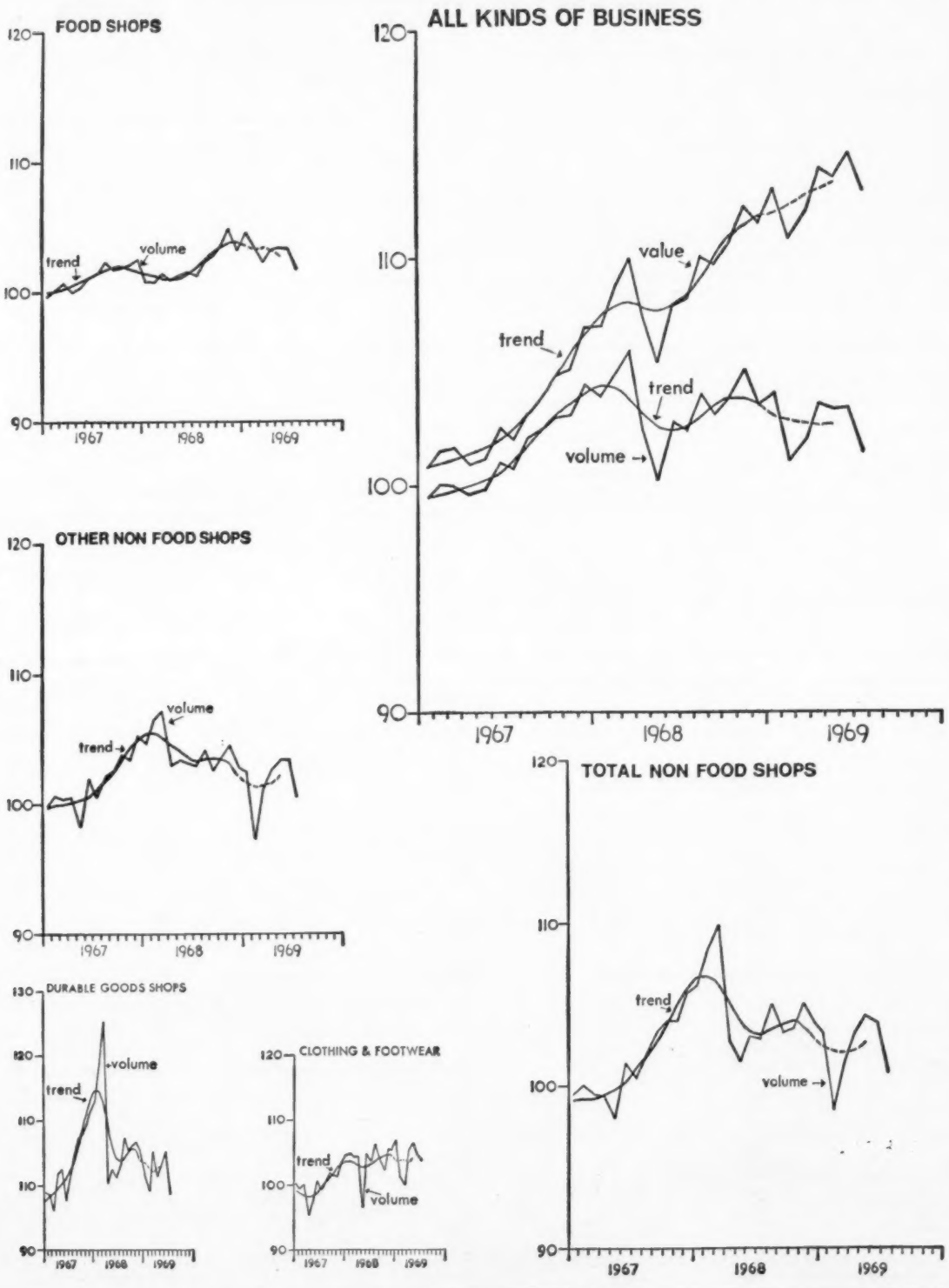
FOOD SHOPS
120
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trend
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1967
1968
1969
ALL KINDS OF BUSINESS
120
110
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value
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volume
1967
1968
1969
OTHER NON FOOD SHOPS
120
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100
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volume
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1967
1968
1969
TOTAL NON FOOD SHOPS
120
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1967
1968
1969
DURABLE GOODS SHOPS
130
120
110
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volume
trend
1967
1968
1969
CLOTHING & FOOTWEAR
120
110
100
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trend
volume
1967
1968
1969

Hire-Purchase and other instalment credit business in July

CREDIT EXTENDED by finance houses in the three months ended July, after allowing for seasonal factors, was 3 per cent less than in the preceding three monthly period. The corresponding comparison for the instalment credit sales of durable goods shops showed little change. On a seasonally adjusted basis the instalment credit debt, owed to finance houses and durable goods shops, continued to decline.

Since about one-sixth of the new lending of finance houses is in connection with the purchase of new cars, the seasonal pattern of finance house lending is influenced by factors affecting the seasonal pattern of the demand for cars. In 1969, as in 1968, the car registration letter changed on August 1st; in both years this has resulted in purchases of new cars being withheld in the months preceding August, with July probably being the month most affected. As this change occurred for the first time in 1967, and as its effect was more pronounced the following year, it is as yet not possible to be at all precise as to the extent of the change that has taken place in the seasonal pattern of the demand for cars and in consequence in the seasonal pattern of the new lending of finance houses; the July seasonally adjusted figures of finance house business should therefore be regarded as provisional and should be interpreted with some caution.

Finance houses

New credit extended by finance houses in July was 9 per cent lower than in July 1968, a somewhat larger decrease than the 2 per cent fall on a year earlier recorded in the second quarter of 1969: but the significance of this greater decrease depends on the effect of the switch

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted — £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Shops (†)	By Finance Houses		
1965	1,033	306	727	952	81
1966	856	235	621	989	-133
1967	924	235	689	969	- 45
1968	968	258	710	939	29
1966 1st quarter	253	69	184	255	- 2
2nd quarter	234	61	173	257	- 23
3rd quarter	196	55	141	243	- 47
4th quarter	173	50	123	234	- 61
1967 1st quarter	185	53	132	237	- 52
2nd quarter	198	53	145	242	- 44
3rd quarter	262	61	201	250	12
4th quarter	279	68	211	240	39
1968 1st quarter	273	77	196	242	31
2nd quarter	210	59	151	238	- 28
3rd quarter	242	64	178	234	8
4th quarter	243	58	185	225	18
1969 1st quarter	213	56	157	226	- 13
2nd quarter	207	57	150	229	- 22

(†) Durable goods shops and department stores; not including other instalment credit retailers

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted

	Total of instalments outstanding to finance houses, durable goods shops and department stores		Finance Houses		Durable Goods Shops	
	End period £ million	Increase in period £ million	*New instalment credit extended per calender month (Index 1961 = 100)*	Instalments outstanding end period £ million	*Instalment credit sales per week (Index 1961 = 100)*	Instalments outstanding end period £ million
1965	1,196	81	*127*	836	*112*	329
1966	1,063	-133	*108*	756	*93*	278
1967	1,018	- 45	*120*	742	*94*	248
1968	1,047	29	*124*	766	*102*	250
1968 1st quarter	1,049	31	*138*	769	*120*	252
2nd quarter	1,021	- 28	*106*	745	*92*	249
3rd quarter	1,029	8	*125*	754	*99*	249
4th quarter	1,047	18	*130*	766	*98*	250
1969 1st quarter	1,034	- 13	*110*	761	*93*	245
2nd quarter	1,012	- 22	*105*	738	*93*	247
1968 January	1,025	7	*137*	750	*108*	246
February	1,035	10	*139*	758	*118*	249
March	1,049	14	*138*	769	*130*	252
April	1,040	- 9	*103*	760	*89*	252
May	1,034	- 6	*116*	755	*91*	251
June	1,021	- 13	*100*	745	*95*	249
July	1,018†	3†	*127*†	745†	*94*	246
August					*103*	247
September	1,029	11	*121*	754	*101*	249
October	1,039	10	*143*	761	*103*	251
November	1,047	8	*128*	766	*99*	253
December	1,047	—	*118*	766	*94*	250
1969 January	1,042	- 5	*114*	765	*92*	247
February	1,036	- 6	*108*	761	*92*	245
March	1,034	- 2	*108*	761	*95*	245
April	1,025	- 9	*111*	753	*89*	244
May	1,017	- 8	*99*	742	*93*	248
June	1,012	- 5	*104*	738	*96* r	247
July	1,009 p	- 3 p	*116* p	737 p	*91*	244
3 months ended April 1969	1,025	- 17	*109*	753	*92*	244
3 months ended July 1969	1,009 p	- 16 p	*106* p	737 p	*94*	244
Percentage increase			*- 3* p		*1*	

†Figures for July and August have been combined.
r Revised following the receipt of later information. p Provisional: see text.

Table 3. Hire purchase and other credit, instalments outstanding

£ million, end period

Owed directly to		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237					
Department stores	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28					
Finance Houses	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744	753	766	768	773	774	778	783	781	781	781	766
	1969	759	757	759	762	762	768	767					
Total	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047	1,051	1,057	1,047
	1969	1,035	1,030	1,027	1,028	1,031	1,034	1,032					
Other instalment credit retailers†	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195					
GRAND TOTAL	**1967**	**1,231**	**1,207**	**1,186**	**1,175**	**1,167**	**1,163**	**1,166**	**1,164**	**1,166**	**1,182**	**1,210**	**1,226**
	1968	**1,215**	**1,219**	**1,230**	**1,231**	**1,234**	**1,229**	**1,226**	**1,227**	**1,226**	**1,236**	**1,254**	**1,269**
	1969	**1,246**	**1,236**	**1,230**	**1,229**	**1,235**	**1,237**	**1,227**					

†Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable departments.

of car business from July to August. Most categories of finance house business showed decreases on a year earlier; lending on new and used cars fell by 21 per cent and 16 per cent respectively, but there was a 15 per cent increase in the case of industrial and building plant and equipment.

At the end of July 1969, debt owed to finance houses was £767 million, slightly below the level at the end of July 1968.

Durable goods shops and department stores

Instalment credit sales of durable goods shops in July were 4 per cent lower than a year earlier, in contrast to an increase of 2 per cent in the second quarter. Sales by furniture shops were 4 per cent lower than in July 1968, a decrease similar to that in the second quarter; but other durable goods shops, which had shown an increase of 6 per cent in the second quarter on a year earlier, recorded a decrease of 3 per cent in July.

Debt owed to durable goods shops at the end of July was £237 million, marginally below the level at the end of July 1968.

Other instalment credit retailers

The instalment credit sales of general mail order houses, which account for the greater part of credit business of this group of retailers, were 10 per cent higher than a year earlier, an increase somewhat higher than the average growth rate recorded so far this year.

The instalment credit owed to this group of retailers, which is largely short-term debt, was £13 million higher than at the end of July 1968. Thus the grand total of all instalment credit debt (Table 3) was at the end of July 1969 virtually the same as a year earlier.

Note

The returns from contributing retailers for July covered their instalment credit sales in a period of 5 weeks instead of the usual period of 4 weeks. The reason for this change and its possible effect on the statistics are discussed in a Technical Note in the article on Retail Sales in July (page 764 of this issue).

Table 4. Retail: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage increases compared with a year earlier

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§) (£673)		Durable Goods Shops Total (†) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (‡) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)	
1966	124	- 3	93	-17	103	- 1	125	- 6	184	11	93	- 2
1967	128	3	94	2	108	5	119	- 4	195	6	92	- 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	- 1	175	5	84	2
4th quarter	173	2	113	- 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	-10	87	-22	98	- 7	89	- 7	187	- 1	65	- 7
2nd quarter	129 r	4 r	88 r	2 r	112	8	112	2	210	5	86	—
1968 January	112	15	104	27	121	20	86	4	141	6	60	1
February	131	19	112	36	98	21	93	6	196	9	65	7
March*	142	24	117	50	98	15	105	8	219	14	80	5
April	119	2	83	1	102	7	108	3	188	2	86	7
May	128	4	88	3	109	5	113	- 4	208	7	88	6
June*	125	10	87	3	101	12	109	1	205	14	83	4
July	117	5	94	6	116	5	103	—	164	6	86	2
August	114	6	93	6	91	5	93	1	167	7	80	6
September*	127	1	100	—	101	- 1	109	- 2	191	3	84	1
October	159	3	115	- 1	123	- 2	130	1	263	7	84	- 2
November	178	3	116	- 6	140	3	165	- 4	299	11	113	1
December*	181	—	110	-12	178	2	216	2	274	8	185	2
1969 January	107	- 4	88	-15	117	- 3	83	- 3	151	7	58	- 4
February	114	-13	87	-22	90	- 8	91	- 2	182	- 7	55	-15
March*	126	-11	86	-27	89	- 9	92	-12	219	—	77	- 3
April	125	5	83	—	115	12	102	- 5	208	11	84	- 2
May	135	5	91	3	122	13	126	11	216	4	93	6
June*	127 r	1 r	88 r	2 r	102	1	109	1	207	1	81	- 2
July*	120	2	91	-4	117	1	99	- 4	180	10	80	- 8

(*Continued on next page*)

Table 4, *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)(‡)		Radio and electrical, etc. goods shops(¶) (£82)	
1966	93	–17	100	–15	82	–19	95	–19	93	–15	94	–15	92	–15	92	–19	76	–21
1967	94	2	104	4	81	– 1	91	– 4	88	– 5	86	– 8	90	– 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	– 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	– 1	79	—	86	– 2	109	8	84	4
4th quarter	113	– 7	123	– 8	101	– 4	109	– 7	101	–13	96	–19	107	– 9	125	– 1	104	– 3
1969 1st quarter	87	–22	95	–21	77	–22	78	–27	71	–26	66	–28	77	–24	102	–18	83	–19
2nd quarter	88 r	2 r	102 r	4 r	69	– 3	77	—	78 r	–3 r	80 r	— r	75	– 7	99	6	71	– 2
1968 January	104	27	105	23	99	30	111	34	94	20	83	15	104	24	111	31	97	36
February	112	36	121	35	99	38	108	44	96	24	97	22	94	25	127	45	106	43
March*	117	50	134	54	96	47	103	32	99	36	95	38	102	35	136	64	102	58
April	83	1	95	2	69	– 1	75	—	81	4	84	11	78	– 2	87	– 2	70	2
May	88	3	101	6	72	2	78	– 8	81	6	81	11	81	2	98	3	77	7
June*	87	8	98	10	72	8	77	– 5	80	5	76	2	83	7	95	13	70	7
July	94	6	103	7	81	5	93	3	86	5	82	9	90	3	102	7	79	3
August	93	6	106	7	77	6	85	6	81	4	77	5	85	3	106	8	85	11
September*	100	—	116	4	79	– 6	90	– 4	82	– 9	80	– 9	84	– 9	118	8	88	—
October	115	– 1	128	– 1	98	1	106	– 9	97	– 9	90	–16	103	– 3	133	7	103	2
November	116	– 6	124	– 9	102	– 4	123	—	101	–13	89	–19	113	– 8	127	– 2	102	– 3
December*	110	–12	117	–14	103	– 7	99	–10	105	–17	106	–20	105	–13	117	– 7	106	– 7
1969 January	88	–15	92	–12	83	–16	84	–25	76	–19	66	–21	86	–17	100	–10	82	–16
February	87	–22	96	–21	79	–20	68	–37	72	–24	70	–28	75	–21	104	–18	87	–18
March*	86	–27	97	–28	70	–27	82	–20	67	–32	63	–34	71	–31	103	–24	80	–21
April	83	—	96	1	66	– 4	80	7	73	–10	77	– 8	69	–11	93	7	73	4
May	91	3	106	4	73	—	80	3	81	1	85	5	78	– 3	102	5	74	– 4
June*	88 r	2 r	105 r	6 r	69	– 5	71	– 8	78 r	– 2 r	78 r	4 r	78	– 7	101	6	67	– 4
July*	91	– 4	102	– 1	76	– 6	80	–14	83	– 4	80	– 2	85	– 5	100	– 3	73	– 7

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

r Revised following the receipt of later information.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage increases compared with a year earlier

Monthly average 1961 = 100

(£ million 1961)	All goods (£574)		Private cars – new (£93)		Private cars – used (£190)		Commercial motor vehicles – new and used (£89)		Motor-cycles, side-cars, power assisted cycles (£38)		Caravans new and used (£12)		Farm equipment and tractors (£12)		Industrial and building plant and equipment (£48)		Household goods (†) (£59)		Other goods (£33)	
1966	108	–15	132	–23	117	–14	87	– 4	42	–29	121	– 2	109	–6	158	–10	57	–20	140	–11
1967	120	11	152	16	137	17	90	3	44	5	115	– 5	110	—	180	14	59	4	131	– 6
1968	124	3	146	– 4	138	—	102	14	46	4	143	25	103	– 6	174	– 3	70	18	158	21
1968 1st quarter	139	48	184	67	155	63	116	45	44	96	134	38	92	– 2	192	12	74	36	164	28
2nd quarter	125	3	135	– 3	142	6	106	6	53	– 9	170	24	91	– 9	185	– 9	63	17	163	21
3rd quarter	122	–12	143	–22	144	–19	89	– 1	54	– 5	172	25	111	–17	155	–12	66	18	144	16
4th quarter	108	–14	121	–31	109	–24	98	7	34	–15	98	10	120	5	165	– 2	76	6	160	18
1969 1st quarter	110	–21	122	–34	113	–27	114	– 2	26	–39	114	–15	91	– 1	160	–17	63	–15	172	4
2nd quarter	123	– 2	135	—	134	– 6	121	15	39	–26	185	9	109	20	166	–10	55	–11	177	8
1968 January	124	43	163	53	123	58	106	45	32	102	94	54	78	– 4	193	21	84	37	174	21
February	134	50	181	71	158	67	101	35	45	107	125	42	90	6	175	15	65	31	147	25
March	160	50	207	76	183	63	141	54	54	85	182	29	107	– 8	208	2	74	40	171	40
April	120	10	124	5	137	23	101	9	52	19	147	17	88	–17	174	–22	63	33	165	24
May	140	18	149	11	156	24	121	13	55	–21	191	39	99	12	220	13	68	19	183	43
June	116	–15	133	–21	134	–20	94	– 5	53	–14	172	15	85	18	160	–17	56	2	142	– 2
July	128	– 9	126	–35	158	–13	99	10	57	– 6	189	32	108	–19	169	– 1	69	28	165	32
August	130	– 3	178	2	146	–13	88	—	60	5	174	26	116	–15	169	– 4	68	24	143	19
September	108	–24	124	–31	129	–29	80	– 7	46	–15	153	16	108	–16	127	–31	62	4	124	–2
October	129	–13	150	–28	145	–20	110	5	50	– 4	136	20	122	—	172	– 9	81	15	154	15
November	111	–24	132	–42	109	–36	100	4	35	–13	87	—	122	– 8	162	–12	77	3	175	23
December	84	2	81	–14	73	– 6	84	17	16	–39	70	6	115	31	161	20	70	1	152	15
1969 January	102	–17	104	–36	99	–20	106	—	20	–36	77	–18	111	43	160	–17	73	–13	186	7
February	104	–23	117	–35	111	–30	109	7	25	–44	102	–18	66	–27	137	–22	58	–12	153	4
March	125	–22	145	–30	129	–29	128	– 9	34	–37	162	–11	96	–10	183	–12	58	–21	176	3
April	128	7	152	23	140	2	124	23	39	–25	207	41	107	21	168	– 3	55	–14	171	4
May	120	–14	128	–14	130	–16	120	– 1	40	–27	168	–12	109	10	157	–29	57	–16	181	– 1
June	121	4	126	– 5	131	– 2	120	27	39	–27	180	5	112	32	173	8	54	– 4	178	26
July	117	– 9	100	–21	132	–16	108	9	39	–32	164	–13	103	– 5	194	15	58	–15	185	12

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Exhibitions and Fairs

Second Asian International Trade Fair at Tehran

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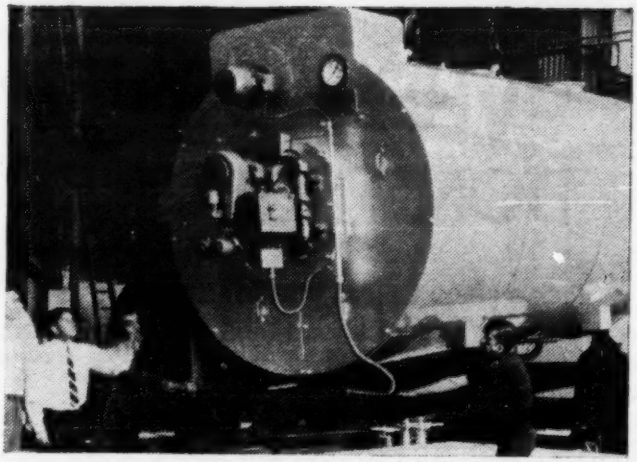
The Second Asian Fair follows three years after the first, held in Bangkok in 1966, and is being organized by the Government of Iran with the support of the United Nations (Economic Commission for Asia and the Far East). Some 40 nations and over 3,000 industrial exhibitors are expected to take part in the fair, designed to promote trade between developing countries, especially those of Asia, and between those countries and the rest of the world. The fair covers all aspects of industry and trade, with the developed countries expected to concentrate their displays on capital goods.

Framed by a wide arc of snow-peaked mountains, the extensive, half-million square metre fairgrounds are stretched out on a high plateau, with a sweeping panorama of the city. The fairground adjoins a main highway at present being built up with overpasses and underpasses for easy access to the site. Some 10 kilometres of fairground roads are being constructed on the 1.3 million square metre site, huge parking areas laid out, water, power and telecommunications being set up, cinemas, restaurants and meeting halls built, and the area landscaped.

British participation, organized by the Board of Trade, in co-operation with the Committee for Middle East Trade (BNEC) and the London Chamber of Commerce, will take the form of a pavilion and two adjoining outside sites in an excellent position amidst the hive of activity which is the Asian fair site, work on the pavilion has been forging ahead. This structure, covering an area of some 35,000 square feet uninterrupted by supporting columns, is one of the three main architectural points of interest in the fairground (the others being the American and Australian pavilions). These three countries' pavilions are all unique in mode of construction. The British Pavilion is a system of hyperbolic paraboloids constructed from a network of aluminium tube. The tube lengths, all of which are different, have been determined by computer and the same computer controls the machine that actually cuts the tube. The rest of the area allocated to Britain – 70,000 square feet in all – will be used by exhibitors who because of the nature of their exhibits require outside sites. It is worth noting that Britain was the first country to take a large site, and consequently we were able to choose a prime position.

Inside this specially designed pavilion will be 55 stands on which will be represented more than 60 British companies and in all, including those on the outside sites, more than 70 companies will be represented.

To list all the companies and all the exhibits would take much more space than is available here; suffice it to say that some of the best known names in British industry will be seen in the pavilion and that exhibits will range from hacksaw blades, through plastics, to combine harvesters and from domestic gas and electric appliances to the pavilion building itself.



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Why should the United Kingdom feature as a major participant?

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	£ million
Machinery, non-electric	15.3
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(of which iron and steel)	(9.6)
Chemicals	6.1
(of which medicinal and pharmaceutical products)	(1.97)
Miscellaneous manufactured articles	2.5
(of which scientific, photographic, horological, etc.)	(.9)

Other important groupings included: crude materials (£.58

(*Continued on page* 773)

Table 4, *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)(‖)		Radio and electrical, etc. goods shops(¶) (£82)	
1966	93	-17	100	-15	82	-19	95	-19	93	-15	94	-15	92	-15	92	-19	76	-21
1967	94	2	104	4	81	- 1	91	- 4	88	- 5	86	- 8	90	- 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	- 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	- 1	79	—	86	- 2	109	8	84	4
4th quarter	113	- 7	123	- 8	101	- 4	109	- 7	101	-13	96	-19	107	- 9	125	- 1	104	- 3
1969 1st quarter	87	-22	95	-21	77	-22	78	-27	71	-26	66	-28	77	-24	102	-18	83	-19
2nd quarter	88 r	2 r	102 r	4 r	69	- 3	77	—	78 r	-3 r	80 r	— r	75	- 7	99	6	71	- 2
1968 January	104	27	105	23	99	30	111	34	94	20	83	15	104	24	111	31	97	36
February	112	36	121	35	99	38	108	44	96	24	97	22	94	25	127	45	106	43
March*	117	30	134	54	96	47	103	32	99	36	95	38	102	35	136	64	102	58
April	83	1	95	2	69	- 1	75	—	81	4	84	11	78	- 2	87	- 2	70	2
May	88	3	101	6	72	2	78	- 8	81	6	81	11	81	2	98	3	77	7
June*	87	8	98	10	72	8	77	- 5	80	5	76	2	83	7	95	13	70	7
July	94	6	103	7	81	5	93	3	86	5	82	9	90	3	102	7	79	3
August	93	6	106	7	77	6	85	6	81	4	77	5	85	3	106	8	85	11
September*	100	—	116	4	79	- 6	90	- 4	82	- 9	80	- 9	84	- 9	118	8	88	—
October	115	- 1	128	- 1	98	1	106	- 9	97	- 9	90	-16	103	- 3	133	7	103	2
November	116	- 6	124	- 9	102	- 4	123	—	101	-13	89	-19	113	- 8	127	- 2	102	- 3
December*	110	-12	117	-14	103	- 7	99	-10	105	-17	106	-20	105	-13	117	- 7	106	- 7
1969 January	88	-15	92	-12	83	-16	84	-25	76	-19	66	-21	86	-17	100	-10	82	-16
February	87	-22	96	-21	79	-20	68	-37	72	-24	70	-28	75	-21	104	-18	87	-18
March*	86	-27	97	-28	70	-27	82	-20	67	-32	63	-34	71	-31	103	-24	80	-21
April	83	—	96	1	66	- 4	80	7	73	-10	77	- 8	69	-11	93	7	73	4
May	91	3	106	4	73	—	80	3	81	1	85	5	78	- 3	102	5	74	- 4
June*	88 r	2 r	105 r	6 r	69	- 5	71	- 8	78 r	- 2 r	78 r	4 r	78	- 7	101	6	67	- 4
July*	91	- 4	102	- 1	76	- 6	80	-14	83	- 4	80	- 2	85	- 5	100	- 3	73	- 7

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

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Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage increases compared with a year earlier

Monthly average 1961 = 100

(£ million 1961)	All goods (£574)		Private cars – new (£93)		Private cars – used (£190)		Commercial motor vehicles – new and used (£89)		Motor-cycles, side-cars, power assisted cycles (£38)		Caravans new and used (£12)		Farm equipment and tractors (£12)		Industrial and building plant and equipment (£48)		Household goods (†) (£59)		Other goods (£33)	
1966	108	-15	132	-23	117	-14	87	- 4	42	-29	121	- 2	109	6	158	-10	57	-20	140	-11
1967	120	11	152	16	137	17	90	3	44	5	115	- 5	110	—	180	14	59	4	131	- 6
1968	124	3	146	- 4	138	—	102	14	46	4	143	25	103	- 6	174	- 3	70	18	158	21
1968 1st quarter	139	48	184	67	155	63	116	45	44	96	134	38	92	- 2	192	12	74	36	164	28
2nd quarter	125	3	135	- 3	142	6	106	6	53	- 9	170	24	91	- 9	185	- 9	63	17	163	21
3rd quarter	122	-12	143	-22	144	-19	89	- 1	54	- 5	172	25	111	-17	155	-12	66	18	144	16
4th quarter	108	-14	121	-31	109	-24	98	7	34	-15	98	10	120	5	165	- 2	76	6	160	18
1969 1st quarter	110	-21	122	-34	113	-27	114	- 2	26	-39	114	-15	91	- 1	160	-17	63	-15	172	4
2nd quarter	123	- 2	135	—	134	- 6	121	15	39	-26	185	9	109	20	166	-10	55	-11	177	8
1968 January	124	43	163	53	123	58	106	45	32	102	94	54	78	- 4	193	21	84	37	174	21
February	134	50	181	71	158	67	101	35	45	107	125	42	90	6	175	15	65	31	147	25
March	160	50	207	76	183	63	141	54	54	85	182	29	107	- 8	208	2	74	40	171	40
April	120	10	124	5	137	23	101	9	52	19	147	17	88	-17	174	-22	63	33	165	24
May	140	18	149	11	156	24	121	13	55	-21	191	39	99	12	220	13	68	19	183	43
June	116	-15	133	-21	134	-20	94	- 5	53	-14	172	15	85	18	160	-17	56	2	142	- 2
July	128	- 9	126	-35	158	-13	99	10	57	- 6	189	32	108	-19	169	- 1	69	28	165	32
August	130	- 3	178	2	146	-13	88	—	60	5	174	26	116	-15	169	- 4	68	24	143	19
September	108	-24	124	-31	129	-29	80	- 7	46	-15	153	16	108	-16	127	-31	62	4	124	-2
October	129	-13	150	-28	145	-20	110	5	50	- 4	136	20	122	—	172	- 9	81	15	154	15
November	111	-24	132	-42	109	-36	100	4	35	-13	87	—	122	- 8	162	-12	77	3	175	23
December	84	2	81	-14	73	- 6	84	17	16	-39	70	6	115	31	161	20	70	1	152	15
1969 January	102	-17	104	-36	99	-20	106	—	20	-36	77	-18	111	43	160	-17	73	-13	186	7
February	104	-23	117	-35	111	-30	109	7	25	-44	102	-18	66	-27	137	-22	58	-12	153	4
March	125	-22	145	-30	129	-29	128	- 9	34	-37	162	-11	96	-10	183	-12	58	-21	176	3
April	128	7	152	23	140	2	124	23	39	-25	207	41	107	21	168	- 3	55	-14	171	4
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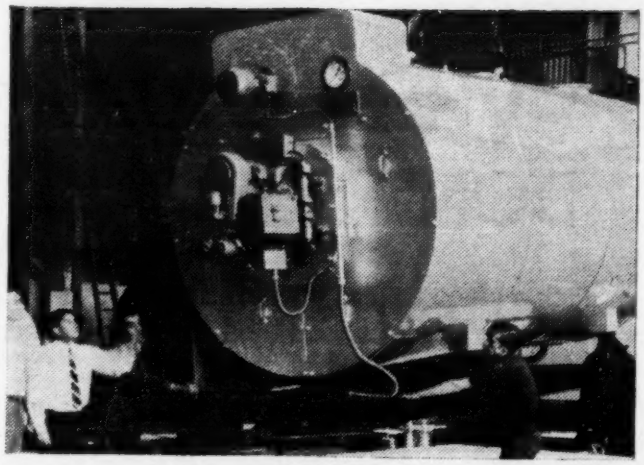

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April	83	—	96	1	66	- 4	80	7	73	-10	77	- 8	69	-11	93	7	73	4
May	91	3	106	4	73	—	80	3	81	1	85	5	78	- 3	102	5	74	- 4
June*	88 r	2 r	105 r	6 r	69	- 5	71	- 8	78 r	- 2 r	78 r	4 r	78	- 7	101	6	67	- 4
July*	91	- 4	102	- 1	76	- 6	80	-14	83	- 4	80	- 2	85	- 5	100	- 3	73	- 7

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3rd quarter	122	-12	143	-22	144	-19	89	- 1	54	- 5	172	25	111	-17	155	-12	66	18	144	16
4th quarter	108	-14	121	-31	109	-24	98	7	34	-15	98	10	120	5	165	- 2	76	6	160	18
1969 1st quarter	110	-21	122	-34	113	-27	114	- 2	26	-39	114	-15	91	- 1	160	-17	63	-15	172	4
2nd quarter	123	- 2	135	—	134	- 6	121	15	39	-26	185	9	109	20	166	-10	55	-11	177	8
1968 January	124	43	163	53	123	58	106	45	32	102	94	54	78	- 4	193	21	84	37	174	21
February	134	50	181	71	158	67	101	35	45	107	125	42	90	6	175	15	65	31	147	25
March	160	50	207	76	183	63	141	54	54	85	182	29	107	- 8	208	2	74	40	171	40
April	120	10	124	5	137	23	101	9	52	19	147	17	88	-17	174	-22	63	33	165	24
May	140	18	149	11	156	24	121	13	55	-21	191	39	99	12	220	13	68	19	183	43
June	116	-15	133	-21	134	-20	94	- 5	53	-14	172	15	85	18	160	-17	56	2	142	- 2
July	128	- 9	126	-35	158	-13	99	10	57	- 6	189	32	108	-19	169	- 1	69	28	165	32
August	130	- 3	178	2	146	-13	88	—	60	5	174	26	116	-15	169	- 4	68	24	143	19
September	108	-24	124	-31	129	-29	80	- 7	46	-15	153	16	108	-16	127	-31	62	4	124	-2
October	129	-13	150	-28	145	-20	110	5	50	- 4	136	20	122	—	172	- 9	81	15	154	15
November	111	-24	132	-42	109	-36	100	4	35	-13	87	—	122	- 8	162	-12	77	3	175	23
December	84	2	81	-14	73	- 6	84	17	16	-39	70	6	115	31	161	20	70	1	152	15
1969 January	102	-17	104	-36	99	-20	106	—	20	-36	77	-18	111	43	160	-17	73	-13	186	7
February	104	-23	117	-35	111	-30	109	7	25	-44	102	-18	66	-27	137	-22	58	-12	153	4
March	125	-22	145	-30	129	-29	128	- 9	34	-37	162	-11	96	-10	183	-12	58	-21	176	3
April	128	7	152	23	140	2	124	23	39	-25	207	41	107	21	168	- 3	55	-14	171	4
May	120	-14	128	-14	130	-16	120	- 1	40	-27	168	-12	109	10	157	-29	57	-16	181	- 1
June	121	4	126	- 5	131	- 2	120	27	39	-27	180	5	112	32	173	8	54	- 4	178	26
July	117	- 9	100	-21	132	-16	108	9	39	-32	164	-13	103	- 5	194	15	58	-15	185	12

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Exhibitions and Fairs

Second Asian International Trade Fair at Tehran

THE SECOND Asian International Trade Fair will be held from October 5 to 24 in Tehran, the modern, metropolitan capital of Iran, a cross-road of European and Far Eastern trade for thousands of years. All the traditional hospitality of Persia with the modern amenities of the burgeoning economy of Iran will help to make this Asian fair one of the most significant events of its kind in the development of Asian trade.

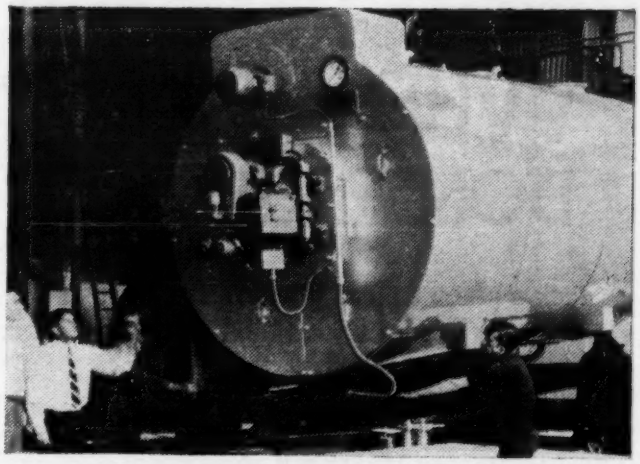
The Second Asian Fair follows three years after the first, held in Bangkok in 1966, and is being organized by the Government of Iran with the support of the United Nations (Economic Commission for Asia and the Far East). Some 40 nations and over 3,000 industrial exhibitors are expected to take part in the fair, designed to promote trade between developing countries, especially those of Asia, and between those countries and the rest of the world. The fair covers all aspects of industry and trade, with the developed countries expected to concentrate their displays on capital goods.

Framed by a wide arc of snow-peaked mountains, the extensive, half-million square metre fairgrounds are stretched out on a high plateau, with a sweeping panorama of the city. The fairground adjoins a main highway at present being built up with overpasses and underpasses for easy access to the site. Some 10 kilometres of fairground roads are being constructed on the 1.3 million square metre site, huge parking areas laid out, water, power and telecommunications being set up, cinemas, restaurants and meeting halls built, and the area landscaped.

British participation, organized by the Board of Trade, in co-operation with the Committee for Middle East Trade (BNEC) and the London Chamber of Commerce, will take the form of a pavilion and two adjoining outside sites in an excellent position amidst the hive of activity which is the Asian fair site, work on the pavilion has been forging ahead. This structure, covering an area of some 35,000 square feet uninterrupted by supporting columns, is one of the three main architectural points of interest in the fairground (the others being the American and Australian pavilions). These three countries' pavilions are all unique in mode of construction. The British Pavilion is a system of hyperbolic paraboloids constructed from a network of aluminium tube. The tube lengths, all of which are different, have been determined by computer and the same computer controls the machine that actually cuts the tube. The rest of the area allocated to Britain – 70,000 square feet in all – will be used by exhibitors who because of the nature of their exhibits require outside sites. It is worth noting that Britain was the first country to take a large site, and consequently we were able to choose a prime position.

Inside this specially designed pavilion will be 55 stands on which will be represented more than 60 British companies and in all, including those on the outside sites, more than 70 companies will be represented.

To list all the companies and all the exhibits would take much more space than is available here; suffice it to say that some of the best known names in British industry will be seen in the pavilion and that exhibits will range from hacksaw blades, through plastics, to combine harvesters and from domestic gas and electric appliances to the pavilion building itself.



This 12-ton 'Multipac' package boiler is beginning its journey from Glasgow to Tehran, where it is to be exhibited on the John Thompson stand. Joining the 'Multipac' will be a 'Chieftain' package boiler, a flash boiler manufactured at John Thompson's new Italian company, and a 'Somerset' aircraft refueller from their Bilston, Staffordshire works. The refueller is one of 12 being supplied to the National Iranian Oil Company as part of a £200,000 contract. After the exhibition the refueller will be put into use at an Iranian airport. Pictured above, Mr. J. J. Harkness, managing director of the Thompson Cochran Division, and Mr. D. H. Edson, group public relations officer, see the package boiler begin its journey. Mr. Edson will be in Tehran to supervise the build-up of John Thompson's 2,000 sq. ft. stand.

Why should the United Kingdom feature as a major participant?

Iran is one of Britain's largest Middle East markets, and after the Federal Republic of Germany and the United States we are her third largest supplier. British exports to Iran have shown a strong upward trend over the last three years (£38.5 million; £42.8 million; £60.2 million) and this trend is being fully sustained in 1969. In 1968 our main categories of exports to Iran were:

	£ million
Machinery, non-electric	15.3
Electrical machinery, apparatus and appliances	3.9
Transport equipment	8.8
Manufactured goods (classified by material)	20.5
(of which iron and steel)	(9.6)
Chemicals	6.1
(of which medicinal and pharmaceutical products)	(1.97)
Miscellaneous manufactured articles	2.5
(of which scientific, photographic, horological, etc.)	(.9)

Other important groupings included: crude materials (£.58

(*Continued on page 773*)

WHEN YOU COME TO TOKYO, DON'T JUST PICK A PLACE TO SLEEP

Pick a place to lose yourself amidst spacious grounds that once belonged to a prince. Where you're surrounded by a moat and 10-acres of classic garden, complete with oversized swimming pool.

Pick a place that, for all its seclusion, is just a 50¢ cab ride away from Tokyo's business, nightlife and shopping centers.

Pick a place that's situated on Tokyo's highest hilltop, with a breathtaking view of the world's largest city from every room.

Pick a place that offers Japan's finest and largest convention facilities (for up to 3,000). With suitable rooms for any gathering.

Pick a place that features international cuisine in 11 splendorous settings. Where you can enjoy cocktails 400 ft. above sea level, in a revolving lounge that offers all of Tokyo as scenery.

And if the place you pick also happens to be Tokyo's largest, most luxurious place to sleep...

Welcome to the **HOTEL NEW OTANI**

TOKYO, JAPAN TEL: 265-1111 Telex: TK-4719 Cable Address: HOTELNEWOTANI TOKYO

million); food and live animals (£.5 million). Present indications are that our 1969 exports should reach £80 million, firm evidence that Iran is a market of great promise and worthy of the most serious attention by British manufacturers. For the immediate future her Fourth Plan (1968-73) postulates an annual average increase in GNP of 9.3 per cent, requiring investment of £4,500 million. The financing of essential Plan imports is based mainly on oil revenues and long-term credits, and there is aggressive international competition to meet her requirements.

With rapid industrialization a key Plan target, although much attention is also being given to agricultural development, the strongest emphasis is on infrastructural projects – dams, power stations, communications, etc. – and on basic industries – steelworks, petrochemicals, aluminium smelter, etc. – this is paralleled by the encouragement of private sector industry, both heavy and light, and to help stimulate industrial progress foreign knowhow is urgently sought and foreign private investment in joint ventures is actively encouraged. A number of American, British, French, German and other foreign companies have already commenced manufacturing operations in Iran in such fields as transport, pharmaceuticals, iron and steel, petrochemicals, diesel engines, paper, glass, radio and TV assembly, food processing, pumps, paints, cosmetics, tyres, etc. and increasing emphasis is being placed by Iran on the desirability of some form of investment by foreign suppliers seeking her favours.

On a recent visit to Britain as guests of the Foreign and Commonwealth Office three distinguished Iranian economists drew special attention to this trend, stressing that as it is Iranian Government policy to set up new industry for import substitution, and then at least in the initial stages to protect it from import competition through import duties, commercial benefit taxes levied on imports, or import prohibition, British firms should seriously consider Iran as an investment market. Generally, the Iranians like to see their traditional suppliers taking up the manufacturing opportunities, but they are quite prepared to welcome others if the traditional suppliers are reluctant or slow to respond. This whole process of course means that the pattern of Iran's imports is rapidly changing. Consumer goods now account for less than 10 per cent of the total and wide categories are banned altogether. But British exports of fully manufactured goods can be, and are being, replaced by exports of plant, semi-manufactures, components and materials.

Claimed to be the world's biggest selling model of tractor, the 45.5 hp MF 135, seen here working with an MF 34 combination grain and fertilizer drill, will form part of the Massey-Ferguson display at Tehran. The keynote of the company's stand will be machinery that helps the farmer and construction worker to get his work done more quickly, easily and efficiently.

Overseas investment is of course a commercial decision for individual companies and it is not the purpose of this article to advise on this aspect of trade with Iran. Firms interested, however, and seeking general guidance on the present Exchange Control rules governing investment in the non-sterling area are referred to the *Board of Trade Journal* dated August 26, 1968 ('Direct and Trade Investment in the Non-Sterling Area').

Mention of this developing investment trend in the Iranian market is pertinent at present in that a special feature of the Asian fair will be the highlighting of investment opportunities in the ECAFE region. The United Nations Industrial Development Organization (UNIDO) will have an office on the Tehran fairground from which it will act as broker between prospective investors and Asian countries seeking foreign private investment. This should prove particularly suitable for British firms wishing to explore Iranian investment opportunities. Key Iranian Government officials associated with investment approvals will be specially available during the fair with information on tax concessions, regulations on profit and capital remissions, market surveys, investment fields, import duty concessions, raw material and labour supply data, production costs, etc. Iran's legislation covering foreign investment is claimed to be among the most liberal anywhere, its aim being to provide the foreign investor with adequate incentives, and once an undertaking has been established to foster its growth and provide it with the same legal protection granted to domestic firms.

With two million visitors expected over 20 days, and special opening hours for trade buyers only, the fair should provide a significant boost to Asian trade and development. British firms participating direct, or through agents, are confident that the United Kingdom, already both a major supplier and investor, has a key role to play in its success.

Note:

Dr. B. Shari'at, Member of the Majlis (Parliament) and proprietor and editor of the *Tehran Economist*, provided some of the information on which this article is based.

Pragoexport

INVITES BUSINESSMEN FROM THE WHOLE WORLD TO AN EXHIBITION OF THEIR GENERAL COLLECTIONS

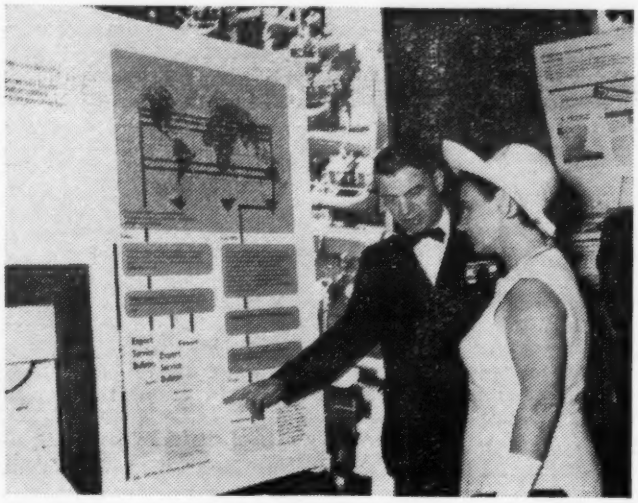
LONDON 12th October—6th November

In the new building of the
CZECHOSLOVAK COMMERCIAL SECTION,
26, KENSINGTON PALACE GARDENS,
LONDON, W.2.

Czechoslovak Exporter of

Tailors' and shoemakers' fittings
Office requisites and drawing instruments
Gift articles
Leather fancy goods
Small wooden articles
Toys
Sports and camping requisites
Hygienic rubber
Furniture and floor coverings

Optimistic speech by Chancellor at Export Services Exhibition



Visiting the Board of Trade stand at the Export Services Exhibition. Left: Mr. Roy Jenkins, Chancellor of the Exchequer (right), discusses the 'Export Intelligence' service with Mr. Gordon Booth, Director, Export Services Branch. Right: Mr. Booth explains to Mrs. Gwyneth Dunwoody, Minister of State, Board of Trade, details of how the new computerized Export Service Bulletin *will be produced.*

'I AM HAPPY to say that we are now in sight of our objective' said Mr. Roy Jenkins, Chancellor of the Exchequer, opening the Fourth Export Services Exhibition at Olympia on September 8. 'The trend of our balance of payments statistics is very favourable. We have been paying our way since the beginning of this year and all the signs are that we are moving into substantial surplus.'

The Chancellor said he was determined to keep that trend right. It would be wrong to relax now, nor was it necessary. 'With a sustained rise in exports – which, with your assistance, is certainly possible – I am confident that we can continue to enjoy a good rate of economic growth and a healthy job situation over the next twelve months.

'One reason why I take a more optimistic view,' said Mr. Jenkins, 'is that the progress with the balance of payments we have made so far has not been the result of net deflation. Unlike earlier periods of improvement in the foreign balance, the 21 months since devaluation has as a whole been a period of markedly increasing output. If we keep this up, and complete the necessary switch of resources from supplying the home to supplying overseas markets, we shall all enjoy the fruits of export-led growth.

'Our recent growth has been export-led. In the first seven months of this year exports were 13 per cent higher than in the same period of 1968. After a pause in the early part of this year they are again on a strongly upward trend.'

Speaking of invisible earnings, the Chancellor said that these had also increased in a particularly encouraging way. This partly reflected the return on our long-term assets abroad—but it was also due to the efforts of the banks, the insurance companies, the airline operators, the shipping lines and other trades selling their services to overseas customers.

'In addition to their direct contribution to the balance of payments in the form of invisible earnings', he said, 'the service trades give very valuable support to those engaged in the export of goods, and I should like to congratulate the organizers of this exhibition on bringing together such a variety of those who assist exporters in this way. The services represented here today include those who provide finance for exporters, those who arrange for the transport of export goods, the experts in documentation, freight schedules and market analysis, and those who translate correspondence and literature into the languages of our customers overseas. We must also not forget the important contribution that training can make to our efforts and I am pleased to see that the Institute of Export is organizing a four-day seminar on export training which is running concurrently with this exhibition.

'The export markets of the world are demanding increasingly high standards, and these requirements can only be met if we have the highest quality marketing expertise; it is essential that exporters should take full advantage of modern techniques – those which are here demonstrated today and which are the subject of presentations at the Institute's seminar. I am particularly glad to learn of the special stress which is being laid in this exhibition on containorization – a better process than it is a word – and air cargo and I look forward in particular to seeing these exhibits.

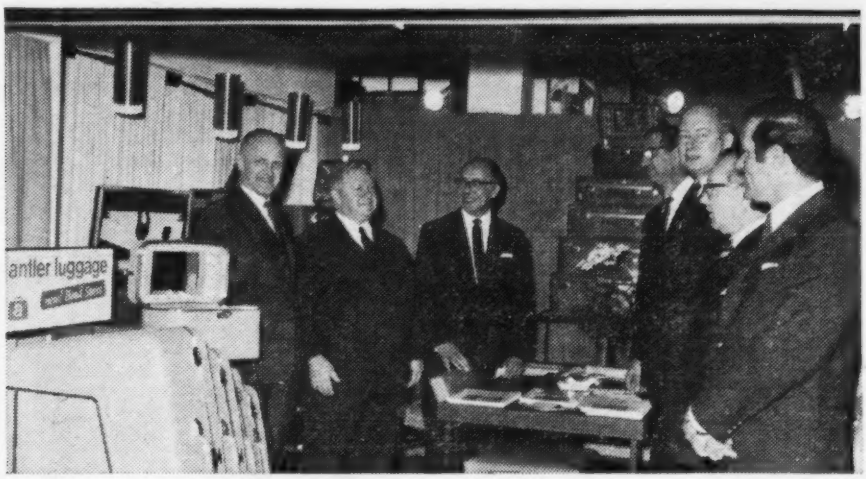
'Such recently-introduced methods must not be allowed to detract from the great importance of the more conventional and long-established forms of assistance to exporters. And I think it right to mention the contribution that is made by a number of Government Departments – the Board of Trade, the Export Credits Guarantee Department, Customs and Excise and the Post Office. There is no doubt that exporters in this country receive, from these Departments combined, one of the most comprehensive, efficient and – within our obligations under international agreements – generous official export services in the world.'

Nearly 100 exhibitors, including shipping lines, dock and harbour authorities, banks and finance houses, documentation experts and official services were represented at the exhibition, which closed on September 12.

A 24-page preview of the exhibition was published in the *Board of Trade Journal* of August 20 which described many of the exhibits, including those of the Board of Trade, the Export Credits Guarantee Department HM Customs and Excise, the British National Export Council and a large number of official and commercial concerns. Other exhibitors included **Air Canada,** who showed techniques for handling a 35 per cent increase in air freight this year; **American Express,** on whose stand representatives explained the advantages to export salesmen of their multi-currency credit card, while the Travellers' Cheque Division showed a colour film; **Blue Funnel Line,** who operate 56 cargo liners on nine services to the Far East; the **British Federation of Master Printers,** who presented a display of Print for Export produced in association with the Council of Industrial Design, with examples from more than 200 printers; **British Transport Docks Board,** on whose stand, centred around a huge world map, 19 ports were featured including the southern container terminal at Southampton and 17 unit-load services and 12 roll on/off terminals; **Canadian National Railways,** who featured the Europex premium container service between Tilbury, Rotterdam and Quebec; **Container Systems Corp.,** who introduced IATA 5, a crush and pilferproof semi-igloo for split loads; **Dart Containerline's** weekly sailings to New York, Halifax and Norfolk (Virginia); **Edric Audio-Visual,** (a department of Edric Films Ltd.), where a range of portable projectors for the export salesman was displayed; **Felixstowe Dock and Railway Company,** with displays showing the extensive modern oil storage and unitized cargo handling facilities at this Suffolk port; **Freight News** who revealed that from Friday, October 29, the journal will change from monthly to weekly publication; **French Railways Ltd.,** illustrated routes and facilities; **GPO London Telecommunications Regions** showed a range of telephone and tele-

British participation in International Offenbach Leather Goods Fair

A report from the British Consulate-General, Frankfurt/Main



This group at the fair includes HM Consul-General, Frankfurt, Mr. A. H. Ballantyne, Lord Mayor of Offenbach; Mr. J. M. Heath, HM Counsellor (Commercial); Dr. Schlitzer, Director of the Offenbach Fair Authority, and Mr. H. Muldoon, Commercial Officer, British Consulate-General, Frankfurt.

THE INTERNATIONAL Offenbach Leather Goods Fair, which took place this year from August 23 to 28, attracted a very large foreign contingent of 102 exhibitors out of a total of 462. Of these 24 were British firms, making up the second largest foreign participation after Austria with 25 exhibitors. In collaboration with the British Leather Goods Manufacturers' Association, the Board of Trade again sponsored a joint venture group consisting of 20 British firms. British exhibitors showed a wide variety of modern high quality leather goods including handbags, travelling bags, suitcases, purses, wallets, and a host of other kinds of plastic and leather goods and accessories.

Reports before the opening of the fair, that the good weather over most of Europe this summer had helped to clear stocks of wholesalers and retailers, struck a note of optimism into the opening day atmosphere. Buying remained cautious, being mainly completing stocks for the coming winter season, but several British firms did extremely good business and others were optimistic about their chances of obtaining orders later, from new contacts which they had made at the fair and from existing overseas customers.

As in the last few years the fashion trend was once again on gay colours. Ladies' handbags of highly fashionable crush-patent leather – also termed 'The Wet Look' – dominated the scene. There was also an evident trend towards the use of even more decorative metal fittings and frames on handbags, mostly in the form of rings and fasteners. Leather and plastic novelty articles again did well and, in particular, wig cases were in demand.

On August 26 the joint venture stands were visited by Mr. A. H. Ballantyne, CVO, CBE, HM Consul-General in Frankfurt, and Mr. J. M. Heath, HM Counsellor (Commercial) in the British Embassy in Bonn, accompanied by Herr Dietrich, Lord Mayor of Offenbach and Dr. Schlitzer, director of the Offenbach Fair Company.

It is encouraging to note that the British exhibits have become an integral part of the International Offenbach Spring and Autumn Leather Goods Fairs which are reported to be the largest of their kind in Europe.

EXPORT SERVICES EXHIBITION, *continued*

graphic communications methods and the stand also accepted incoming Telex messages for other exhibitors; **Headmere Ltd., British Export Promotions,** who had two double-decker vehicles, on display, part of their fleet available for hire to exporters for European sales tours; **The Iceland Steamship Co. Ltd.,** whose cargo services operate a ten-day intervals from London, Felixstowe or Hull to and from Iceland; **The Institute of Export,** sponsors of the exhibitions and organizers of the conference, gave details of their services and activities; **Malla Group Services** offered a service where visitors could obtain specimen translations of technical copy and examples of transparencies for projection produced by a new low cost technique; **McGregor Swire Air Services,** featured their facilities for handling insurance, documentation, warehousing and transport; **Pan-American World Airways** heralded the Jumbo Jet age with a scale model of the Boeing 747; **Planned Marketing Associates** showed how they have undertaken overseas and home market investigations for manufacturers' products; **Polynguists/Transla-Inter Ltd.,** displayed simultaneous translation equipment with several illustrations of its use; **Port of Liverpool,** who are extending their aid to exporters through port information services in London, the Midlands and the North, demonstrated their new export berths and container operations with pictorial displays; **Port of London Authority** occupied two stands to promote the theme of service to exporters and explain such facilities as Dock Information Centres, pre-booking schemes, lorry parks and 'Clearthru' telephones; **Race (International) Ltd.,** gave on-the-spot assessments of rates for their door-to-door container services; the **United Steamship Co. Ltd., of Copenhagen** offered roll-on/roll-off services from Felixstowe, Grimsby, Harwich and Newcastle to Esjberg and Copenhagen; **Western Language Laboratories Ltd.,** exhibited their own 'telephone cassette' language learning system.

Royal patronage for British trade drive in Finland

THE BRITISH trade drive in Finland, which will take place during 1970, will be held under the joint patronage of HM The Queen and the President of Finland.

This was announced by Lord Chalfont, Minister of State at the Foreign and Commonwealth Office, at a press conference in Helsinki on September 11. Lord Chalfont said: 'I had the honour of being received by HE the President and in this connection I am very happy to tell you that President Kekkonen has been graciously pleased to be patron jointly with HM The Queen of our trade drive next year – "Britain in Finland 1970".'

The British trade drive follows promotions in Denmark and Sweden in support of an increasing export effort in Scandinavia.

The programme is being arranged by the Board of Trade in conjunction with the BNEC/Export Council for Europe and with the British Embassy in Helsinki, and in consultation with the Finnish-British Trade Association. It will include among others a major joint venture at the International Trade Fair in Helsinki in September 1970, followed by a British Engineering Week. Retailing organizations in Helsinki and the main provincial centres, who are showing a lively interest in the promotion, are planning simultaneous store promotions of British consumer goods, and a series of trade missions to Finland is being arranged.

Herr A. Schmid of Munich examines a rye loaf on the Atlas stand at the International Bakers and Confectioners Exhibition which opened at Olympia on September 6. Herr Schmid is one of a party of German master bakers who came to London specially to visit the exhibition.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

ECGD announce procedures under £20 million Polish credit

THE EXPORT CREDITS GUARANTEE DEPARTMENT announce that further details are now available of arrangements under the £20 million line of credit for Poland announced on August 28 (*Board of Trade Journal*, September 3, page 605), and ECGD policyholders have been informed. Finance under the agreement, guaranteed by the Export Credits Guarantee Department, will be made available by Lloyds Bank Limited to the Bank Handlowy w Warszawie SA.

The repayment terms for the credit will depend on the value of business placed under each of four financing schemes before December 31, 1970, on the basis that within an agreed pattern, the longer credit will be available only if business under a particular financing scheme reaches a particular level. There is thus an incentive for Polish buyers to place business with United Kingdom suppliers quickly.

The four financing schemes so far agreed are as follows:

No. 1 Financing Scheme relates to chemical processing machinery, including tanning and paper-making machinery and equipment, and similar equipment.

No. 2 Financing Scheme relates to machine tools, electronic and automatic equipment and similar equipment.

No. 3 Financing Scheme relates to textile and shoe-making machinery and equipment and similar equipment.

No. 4 Financing Scheme relates to construction machinery including road building machinery and similar equipment.

Provision is made for additional Financing Schemes to be agreed as appropriate, and within each Financing Scheme contracts are to be designated as 'goods' contracts, 'plant' contracts, or 'project' contracts for the purposes of determining the date on which repayments of the credit will commence for a particular contract.

Access to the loan will be limited to contracts (which are essentially for the sale of United Kingdom goods and associated United Kingdom services) which have been made between August 28, 1969 and December 31, 1970, by those United Kingdom suppliers who hold an ECGD Comprehensive Guarantee or a Comprehensive Guarantee (Shipments) which provides cover for Poland, or, if such contracts are negotiated by non-policyholders, where those contracts would qualify for cover under an ECGD 'Specific' policy. The minimum individual United Kingdom contract value eligible for financing under the credit is £50,000 and the maximum is £2 million. No provision is made in the credit for the financing of non-United Kingdom goods or services, of increases in contract value after signature of contract or of contracts which are essentially 'services' contracts. Any contract which has been signed before August 28, 1969 will not be eligible for financing under the credit unless it is re-negotiated in an approved form after that date.

Contracts which Bank Handlowy w Warszawie wish to be financed under the credit will be notified to ECGD and if these contracts are acceptable in principle ECGD will notify Lloyds Bank Limited and the United Kingdom suppliers concerned, giving details of the arrangements for drawing and the premium rate for the credit. Similarly if United Kingdom suppliers are negotiating business which they know is to be financed under the credit they should approach ECGD giving details of the buyer, goods, services and values involved. If the contract is eligible, in principle for financing under the credit, ECGD will notify the United Kingdom supplier to this effect, giving the rate of premium payable to ECGD (under the appropriate Premium Agreement to be entered into between ECGD and the United Kingdom supplier) in respect of ECGD's guarantee to Lloyds Bank Limited in relation to principal and interest under the credit.

Dipl. Ing. F. A. Bernhardt, the agent for English Electric Valve Co. Ltd. in a number of Eastern European countries, accompanied by Mr. S. Sokolov, Dipl. Ing. recently visited the EEV works at Chelmsford. Photograph shows Mr. W. J. Mayes, EEV sales department (left) with Dr. Bernhardt and Mr. Sokolov watching the sealing off process for glass envelopes of small valves.

United Kingdom suppliers intending to negotiate business under the credit should ask their buyers to approach Bank Handlowy w Warszawie SA (either directly or through their own bankers in Poland) for an indication as to whether the credit may be used to finance the contracts concerned. United Kingdom suppliers who are already negotiating business which might be eligible for financing under the credit are advised to ensure that their contract price contains enough margin to meet the ECGD premium mentioned above as this premium will relate to financing on long credit terms and not to 'cash' or short credit terms.

Although a contract to be financed under the credit will be subject of long-term financing between Lloyds Bank Limited and Bank Handlowy w Warszawie SA, it will be, as between United Kingdom supplier and Polish buyer, virtually on 'cash' terms; 85 per cent of the United Kingdom contract price being payable to the United Kingdom supplier, under the contract, by Lloyds Bank Limited, from the credit. United Kingdom suppliers are not limited to negotiating payment terms with their Polish buyers which provide only for drawings under the credit against evidence of shipment of goods. 'Progress' payments may be negotiated for payments in advance of delivery, for certified work done, and reasonable fees for United Kingdom know-how and technical information will be eligible for inclusion in United Kingdom contract prices up to about 10 per cent of the total. Bank Handlowy w Warszawie have agreed with ECGD that the 15 per cent payment to be provided

'direct' by a Polish buyer under an eligible contract will be made up of:

(a) At least 5 per cent with order; payable through Lloyds Bank Limited, and
(b) balance up to 10 per cent to become payable on shipment of the goods except in those cases where the contract provides for a 'retention' payment payable after completion of the relevant project.

In order to be eligible for financing under the credit contracts must contain certain financial provisions the effect of which has already been agreed by ECGD with Bank Handlowy w Warszawie SA. The agreed text of these provisions, relating mainly to arbitration, termination, and effectiveness is available from ECGD on application; Bank Handlowy w Warszawie SA are understood to be making this text available to all interested Polish buyers. While ECGD take no responsibility for the legal commercial or technical effectiveness of contracts, contracts which do not contain such provisions will not be eligible for financing under the credit. The effect of standardizing these financial provisions should be to concentrate negotiations on to purely commercial matters, with prospects of speedier conclusion of business.

Although access to the credit is, in the main, limited to the United Kingdom suppliers who have 'Comprehensive' cover, Comprehensive Guarantees and Comprehensive Guarantees (Shipments) will not apply to contracts financed under this credit and such business should not be included in policyholders' monthly declarations of contracts and/or exports. The adoption of the standard provisions mentioned above will provide a measure of pre-shipment cover against the risks of 'political' frustration of contracts, and against default on the part of the Polish borrowing bank. Where the contract provides for a 'retention' payment, as mentioned above, a measure of cover against war risks may be available under the Premium Agreement, but apart from this no additional or supplemental ECGD cover will be available for contracts financed under this credit, and the 'direct' 15 per cent payments will be entirely at the United Kingdom supplier's risk.

Inquiries about this credit for Poland should be sent to ECGD's Head Office at P.O. Box 272, 59-67 Gresham Street, London, E.C.2. Telephone inquiries should be made to 01-606 6699, Ext. 615.

India and the United Arab Republic

FOLLOWING the visit earlier this month of a UAR trade delegation to New Delhi, agreement was reached on the trade arrangement between the two countries for the period July 1, 1969, to June 30, 1970.

Trade between the two countries is expected to be around Rs. 730 million (Rs. 18=£1 sterling), as against Rs. 500 million for the previous 12 month period. Indian exports to the UAR have diversified over the years to take in engineering goods, drugs and pharmaceuticals, chemicals and dyestuffs, and iron and ferro-manganese, in addition to the traditional commodities tea, jute and tobacco. UAR exports on the other hand have not varied from the usual items like cotton, rice and rock phosphate, and it was agreed by both sides, therefore, that attempts would be made to ensure that UAR exports would also be diversified.

Any inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E05, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455).

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Mauritius, Irish Republic, Honduras, Liberia and Dominican Republic have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. 01-248 5757, Ext. 7146, or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Are you turning your back when you could be out front in Australia?

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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies - see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ALGERIA

Bulletin 172/69

PHARMACIE CENTRALE ALGERIENNE:
*2s. (In French.) **Chlorpromazine.** September 30. E.S.B. 37162/69/J.
*2s. (In French.) **Syringes.** September 30. E.S.B. 37160/69/J.
*2s. (In French.) **Plaster Bandages.** September 30. E.S.B. 37163/69/J.
*2s. (In French.) **Paper; Filter Paper.** September 30. E.S.B. 37164/69/J.

ANGOLA

Bulletin 172/69

DIRECCAO DA EXPLORACAO DO PORTO E CAMINHO DE MOCAMEDES:
Railway Line Equipment. (Further Information.) E.S.B. 36193/69/J, 36195/69/J and 36197/69/J.

AUSTRALIA

Bulletin 173/69

DEPARTMENT OF SHIPPING AND TRANSPORT:
*14s. **Pyrotechnic Signals.** (Further Information.) E.S.B. 36612/69/J.
*20s. **Alternators.** (Further Information.) E.S.B. 36619/69/J.
STATE STORES BOARD:
*5s. **Cotton Headcloth.** October 6. E.S.B. 37377/69/J.
DEPARTMENT OF WORKS:
Air Conditioning, Heating, Ventilating, etc., of a Laboratory Building. September 30. E.S.B. 37378/69/J.

Bulletin 174/69

SOUTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
*43s. **Circuit Breakers.** September 30. E.S.B. 37368/69/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
*18s. **Circuit Breaker, Recorders and Accessories.** (Further Information.) E.S.B. 37131/69/J.
SYDNEY COUNTY COUNCIL:
*86s. **Transformers.** October 30. E.S.B. 37577/69/J.

Bulletin 175/69

AUSTRALIAN ATOMIC ENERGY COMMISSION RESEARCH ESTABLISHMENT:
*87s. **Computing System.** September 30. E.S.B. 37576/69/J.

Bulletin 176/69

STATE STORES BOARD:
*8s. **Foundry Equipment.** October 7. E.S.B. 38098/69/J.

BELGIUM

Bulletin 175/69

SHAPE:
*Telecommunication Equipment. Closing date postponed to September 29. (Further Information.) E.S.B. 32563/69/J.

BURMA

Bulletin 172/69

MYANMA EXPORT IMPORT CORPORATION:
*8s. **Flannelette.** (Advance Information.) Closing date not known. E.S.B. 37191/69/J.
*5s. **Oscilloscopes.** September 30. E.S.B. 37192/69/J.

Bulletin 174/69

*5s. **Ball Bearings.** October 31. E.S.B. 37547/69/J.
*3s. **Copper Tubes.** October 31. E.S.B. 37548/69/J.
BURMA RAILWAY BOARD:
*Fire Bricks. November 6. E.S.B. 37551/69/J.
MYANMA EXPORT IMPORT CORPORATION:
*Cotton Yarn. (Advance Information.) E.S.B. 37550/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Furnace Tube Spare Parts.** October 31. E.S.B. 37545/69/J.
*3s. **Temperature Transmitter and Indicator Spare Parts.** October 31. E.S.B. 37578/69/J.
*3s. **Telephones.** September 30. E.S.B. 37538/69/J.
*3s. **Bolts and Nuts.** October 31. E.S.B. 37539/69/J.
*3s. **Petroleum Refinery Equipment.** October 31. E.S.B. 37540/69/J.
*3s. **Steel Saws.** October 31. E.S.B. 37541/69/J.
*3s. **Flow Recorder Spare Parts.** October 31. E.S.B. 37543/69/J.
Liquid Level Controllers and Control Valves Spare Parts. October 31. E.S.B. 37544/69/J.
*3s. **V-Belts Belting.** October 31. E.S.B. 37546/69/J.

Bulletin 176/69

*3s. **Lightning Arresters.** October 11. E.S.B. 38318/69/J.
*3s. **Multimeter and Accessories.** October 30. E.S.B 38319/69/J.
*3s. **Telephone Equipment.** October 3. E.S.B. 38320/69/J.
*3s. **Aerial Cut-outs.** October 11. E.S.B. 38323/69/J.
TEXTILE MILLS:
*10s. **Yarn.** October 31. E.S.B. 38322/69/J.
PEOPLE'S GLASS FACTORY:
*4s. **Chemicals.** September 30. E.S.B. 38317/69/J.

A £21,000 contract has been obtained by Crossley Carpets for a special Worsted Wilton carpet being installed in the Ming Court, a new hotel now being constructed in Singapore. The motif in this carpet, one of the most dramatic ever produced at Dean Clough Mills, is a fire breathing Chinese dragon. The carpet which will be installed in corridors, lobbies, restaurant, grill room and cocktail bar is being woven to exact design, colour and quality specifications as laid down by the architect. The order was placed after the contractors saw the Crossley carpet incorporating an attractive abstract symbol, laid recently in the Malaysia Hotel, in Singapore. Crossleys have also supplied carpets for the Goodwood Hotel, and will be supplying them for the Lady Hill Hotel, both of which are in Singapore.

CAMEROON

Bulletin 174/69

TRANS-CAMEROONIAN RAILWAY:
*Permanent Way Feasibility Study. (Further Information.) E.S.B. 34089/69/J.
*14s. (In French.) **Construction of Metal Warehouses.** (Further Information.) E.S.B. 34090/69/J.

CANADA

Bulletin 173/69

MONTREAL TRANSPORT COMMISSION:
*Vehicles. September 30. E.S.B. 37370/69/J.

Bulletin 174/69

MANITOBA HYDRO:
*84s. **Switchgear.** October 1. E.S.B. 37386/69/J.

CEYLON

Bulletin 174/69

CEYLON TRANSPORT BOARD:
*Aluminium Sheets and Extensions. September 29. E.S.B. 37395/69/J.
*Glass. October 1. E.S.B. 37397/69/J.
*Windows and Windscreens. September 30. E.S.B. 37396/69/J.
CEYLON CEMENT CORPORATION:
Weighbridges. Closing date postponed to September 30. (Further Information.) E.S.B. 31002/69/J.
SRI LANKA SUGAR CORPORATION:
*3s. **Sulphur.** October 8. E.B.B. 37596/69/J.

Bulletin 175/69

CEYLON CEMENT WORKS:
Motor for Kiln. October 11. E.S.B. 37852/69/J.

Bulletin 176/69

MINISTRY OF HEALTH:
Construction of a Sewerage Scheme. Closing date postponed to November 25. (Further Information.) E.S.B. 10 186/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplement devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

COLOMBIA

Bulletin 173/69

ELECTRIFICADORA DE BOLIVAR S.A.:
Substation. November 30. E.S.B. 37369/69/J.
ADMINISTRACION DISTRITAL:
***Traffic Light System Scheme.** (Further Information.) E.S.B. 35307/69/J.
EMPRESAS PUBLICAS DE MEDELLIN:
Cables. October 10. E.S.B. 37318/69/J.
Fork Lift Trucks. October 3. E.S.B. 37319/69/J.

Bulletin 174/69

INSTITUTO DE FOMENTO INDUSTRIAL:
Construction of Electric Meter Plant. Closing date postponed to December 1. (Further Information.) E.S.B. 30785/69/J.
EMPRESA PUBLICAS DE MEDELLIN:
Valves. November 3. E.S.B. 37805/69/J.

DEMOCRATIC REPUBLIC OF CONGO

Bulletin 175/69

DCMP:
***4s. (In French.) Hospital Equipment.** October 10. E.S.B. 37863/69/J.

Bulletin 176/69

CENTRAL GOVERNMENT PRINTING AND GENERAL STORES:
Paper and Cardboards. September 30. E.S.B. 38324/69/J.

COSTA RICA

Bulletin 175/69

INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
***1s. (In Spanish.) Drilling Machines.** October 20. E.S.B. 37802/69/J.
***1s. (In Spanish.) Structural Steel Pieces.** October 21. E.S.B. 37803/69/J.
***3s. (In Spanish.) Loaders.** November 18. E.S.B. 37864/69/J.
***11s. (In Spanish.) Inspection Works.** November 4. (Pre-qualification.) E.S.B. 37868/69/J.

CYPRUS

Bulletin 173/69

TENDER BOARD:
***4s. Laboratory Equipment.** October 4. E.S.B. 37588/69/J.
***5s. Antibiotics.** October 4. E.S.B. 37593/69/J.
***3s. Water Softener.** October 11. E.S.B 37587/69/J.

Bulletin 175/69

***9s. Antibiotics.** October 11. E.S.B. 37851/69/J.

ECUADOR

Bulletin 175/69

CANTONAL COUNCIL OF GUAYAQUIL:
***3s. Vehicle.** October 17. E.S.B. 37867/69/J.

ETHIOPIA

Bulletin 175/69

IMPERIAL BOARD OF TELECOMMUNICATIONS OF ETHIOPIA:
***20s. Telecommunications Equipment.** December 22. E.S.B. 37841/69/J.

GREECE

Bulletin 172/69

INSTITUTE OF SOCIAL INSURANCE:
***13s. Ambulances.** October 22. E.S.B. 37156/69/J.
***11s. Surgical Instruments.** October 31. E.S.B. 37125/69/J.
MINISTRY OF TRADE:
***3s. Medical Accessories.** October 6. E.S.B. 37122/69/J.
***4s. Radio Frequency Generators, Wave Meters, Oscillograph.** September 29. E.S.B. 37124/69/J.

Bulletin 174/69

MINISTRY OF PUBLIC WORKS:
***185s. Construction of a Tunnel and Intake Structure** October 31. E.S.B. 37388/69/J.

Bulletin 175/69

MINISTRY OF TRADE:
***10s. Agricultural Laboratory Equipment.** September 29. E.S.B. 37574/69/J.
***8s. Data Processing Unit.** October 3. E.S.B. 37833/69/J.
***5s. Sieve.** October 6. E.S.B. 37573/69/J.
***8s. Wireless Receivers.** October 3. E.S.B. 37572/69/J.
***5s. X-ray Apparatus.** October 6. E.S.B. 37832/69/J.

Bulletin 176/69

***5s. Laboratory Equipment.** October 8. E.S.B. 38315/69/J.
***4s. Testing Machines.** October 8. E.S.B. 38313/69/J.

INDIA

Bulletin 172/69

GODAVARI (JAYAKWADI) PROJECT:
Construction of Canal Bank. October 4. E.S.B. 37126/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
***39s. S.S. Sheets, Plates and Rounds.** (Further Information.) E.S.B. 37108/69/J.
HINDUSTAN STEELWORKS CONSTRUCTION LTD.:
***33s. Steel.** (Further Information.) E.S.B. 36116/69/J.

Bulletin 173/69

BHABHA ATOMIC RESEARCH CENTRE:
***S.S. Tubing.** (Further Information.) E.S.B. 37109/69/J.

Bulletin 174/69

DIRECTOR-GENERAL OF SUPPLIES AND DISPOSALS:
***115s. Dam Slide Gates; Hoists; Control Equipment.** November 5. E.S.B. 37311/69/J.

Bulletin 175/69

***25s. Transfer Press.** October 23. E.S.B. 37850/69/J.
RAILWAY BOARD:
Axle Counters. October 28. E.S.B. 37842/69/J.
BHARAT HEAVY CHEMICALS LTD.:
Voltage Regulator, Field Suppressor, Rheostat. October 9. E.S.B. 37843/69/J.

Bulletin 176/69

BHABHA ATOMIC RESEARCH CENTRE:
***5s. Kilovolt Meter.** (Further Information.) E.S.B. 36186/69/J.
BOMBAY PORT TRUST:
***Marine Boilers.** (Further Information.) E.S.B. 37112/69/J.
CHIEF ENGINEER, IRRIGATION AND POWER DEPARTMENT:
Construction of Dam. October 15. E.S.B. 37887/69/J.
WESTERN RAILWAY:
Railway Interlocking Equipment. November 1. E.S.B. 37885/69/J.
Railway Interlocking Panels. November 1. E.S.B. 37886/69/J.
HINDUSTAN SHIPYARD LTD.:
Rheostat. October 27. E.S.B. 37883/69/J.
DAMODAR VALLEY CORPORATION:
Control Panels. (Further Information.) E.S.B. 33215/69/J.

IRAN

Bulletin 172/69

IRANIAN TOBACCO CO.:
***Gum Salicum.** November 11. E.S.B. 37146/69/J.

Bulletin 176/69

***Cardboard, Kraft Paper.** November 9. E.S.B. 37894/69/J.
***Cardboard.** November 6. E.S.B. 37899/69/J.

IRAQ

Bulletin 173/69

GRAIN BOARD OF IRAQ:
Construction of Rice Silos. November 1. E.S.B. 37317/69/J.

Bulletin 174/69

COTTON SEED PRODUCTS CO.:
Glycerine Recovery and Purification Plant. October 26. E.S.B. 37391/69/J.
Packaging Machinery. October 26. E.S.B. 37392/69/J.
Toiletries Manufacturing and Filling Equipment. October 26. E.S.B. 37393/69/J.
IRAQI PORTS ADMINISTRATION:
Wireless Transmitters and Receivers. October 29. E.S.B. 37394/69/J.
Ceiling Fans. October 8. E.S.B. 37558/69/J.
Steel Sheet Piles. October 8. E.S.B. 37557/69/J.
Crockery, Cutlery, Kitchen Utensils. (Further Information.) E.S.B. 24360/69/J.
Transmitters, Receivers. October 22. E.S.B. 37559/69/J.

Bulletin 175/69

MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Water Project. December 2. E.S.B. 37568/69/J.
STATE ORGANIZATION OF INDUSTRY:
Paper, Cardboard. October 11. E.S.B. 37569/69/J.
Sodium Sulphate. October 11. E.S.B. 37570/69/J.
MINISTRY OF FINANCE:
***2s. Laundry Plants.** October 12. E.S.B. 37571/69/J.

Bulletin 176/69

GOVERNMENT PURCHASING BOARD:
***2s. Fishing Nets.** September 25. E.S.B. 37890/69/J.
IRAQI PORTS ADMINISTRATION:
***4s. Welding Machines.** (Further Information.) E.S.B. 36847/69/J.
HILAL INDUSTRIAL CO.:
Steel Sheets and Wire Rods. Closing date not stated. E.S.B. 38311/69/J.
GOVERNMENT PURCHASING BOARD:
***2s. Maize Starch.** September 30. E.S.B. 38312/69/J.

IRISH REPUBLIC

Bulletin 174/69

GALWAY COUNTY COUNCIL:
Steam Boiler. September 30. E.S.B. 37323/69/J.

REPUBLIC OF THE IVORY COAST

Bulletin 174/69

PALMIVOIRE (SERVICE DES MARCHES):
***14s. (In French.) Vehicles.** September 30. E.S.B. 37384/69/J.

JAMAICA

Bulletin 176/69

WATER COMMISSION:
Steel Casing. October 8. E.S.B. 38021/69/J.

JORDAN

bulletin 174/69

JORDANIAN ELECTRIC POWER CO.:
Transformers. October 6. E.S.B. 37582/69/J.
JORDAN PETROLEUM REFINERY CO. LTD.:
***4s. Iron and Steel Fittings.** September 30. E.S.B. 37585/69/J.
***2s. Valves, Steam Traps.** September 30. E.S.B. 37584/69/J.

KOREA

Bulletin 174/69

OFFICE OF SUPPLY:
***17s. Electrical Equipment.** September 29. E.S.B. 37552/69/J.

KUWAIT

Bulletin 172/69

KUWAIT OIL COMPANY:
***7s. Radio Bearer System.** November 16. E.S.B. 37168/69/J.

Bulletin 176/69

KUWAIT TRANSPORT CO. K.S.C.:
***3s. (In Arabic.) Tyres.** September 30. E.S.B. 38302/69/J.
KUWAIT NATIONAL PETROLEUM CO.:
***11s. Valves.** September 29. E.S.B. 38099/69/J.
***5s. Pipes and Fittings.** September 29. E.S.B. 38100/69/J.

LIBYA

Bulletin 175/69

GENERAL CORPORATION OF ELECTRICITY FOR WESTERN GOVERNORATES:
Cables; Connection Boxes. October 7. E.S.B. 37828/69/J.
Cable. October 7. E.S.B. 37827/69/J.

MALAYSIA

Bulletin 172/69

FEDERAL DIVISIONAL TENDERS BOARD:
***8s. Pharmaceuticals, Surgical Supplies.** September 24. E.S.B. 37194/69/J.

Bulletin 173/69

TELECOMMUNICATIONS DEPARTMENT:
***9s. Carrier Equipment.** (Advance Information.) E.S.B. 37855/69/J.

MALTA

Bulletin 172/69

TREASURY:
***Biology Apparatus, Laboratory Equipment.** October 2. E.S.B. 37176/69/J.
***Woodworking Machinery.** October 2. E.S.B. 37178/69/J.
***Milk Tanker Cleaning Unit.** October 2. E.S.B. 37179/69/J.
***Science Apparatus.** October 2. E.S.B. 37177/69/J.

Bulletin 173/69

***Typewriters.** October 9. E.S.B. 37374/69/J.
***Construction of Factories.** October 6. E.S.B. 37372/69/J.

Bulletin 176/69

***Paper.** October 9. E.S.B. 38301/69/J.

MEXICO

Bulletin 174/69

COMISION FEDERAL DE ELECTRICIDAD:
***Switchgear Assembly.** September 30. E.S.B. 37503/69/J.

Bulletin 175/69

COMISION FEDERAL DE ELECTRICIDAD:
***90s. (In Spanish.) Sub-station Equipment.** October 3. E.S.B. 37583/69/J.

MOZAMBIQUE

Bulletin 173/69

PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
***5s. (In Portuguese.) Washers.** October 1. E.S.B. 37304/69/J.

NEW ZEALAND

Bulletin 174/69

POST OFFICE HEADQUARTERS:
***5s. Quartz Crystal Blanks.** October 3. E.S.B. 37535/69/J.
***3s. Insulation and Continuity Testers.** October 6. E.S.B. 37534/69/J.

Bulletin 175/69

NEW ZEALAND FOREST SERVICE:
***4s. Pump.** September 30. E.S.B. 37859/69/J.
DEPARTMENT OF EDUCATION:
***2s. Potentiometer, Galvanometer, Cell.** September 29. E.S.B. 37862/69/J.
POST OFFICE HEADQUARTERS:
***3s. Pliers.** October 8. E.S.B. 37860/69/J.

Bulletin 176/69

DUNEDIN CITY CORPORATION:
Cables and Equipment. December 8. E.S.B. 38307/69/J.
Transformers. December 8. E.S.B. 38308/69/J.

NICARAGUA

Bulletin 175/69

EMPRESA NACIONAL DE LUZ E FUERZA:
***41s. (In Spanish.) Workshop Equipment.** November 11. E.S.B. 37854/69/J.

NIGERIA

Bulletin 175/69

MINISTRY OF WORKS AND SURVEY, KANO STATE:
***1s. Construction of an Extension to a College.** September 30. (Pre-qualification.) E.S.B. 37829/69/J.

PAKISTAN

Bulletin 172/69

EAST PAKISTAN AGRICULTURAL UNIVERSITY:
***16s. Cement.** September 29. E.S.B. 37199/69/J.
WEST PAKISTAN RAILWAY BOARD:
Jacks Weighbridge. This tender is now cancelled. E.S.B. 34734/69/J.
Mild Steel Channels, Chequered Plates. This tender is now cancelled. E.S.B. 35417/69/J.

Bulletin 176/69

SUI NORTHERN GAS PIPELINES LTD.:
Welding Inspection, Construction Contract. September 30. (Pre-qualification.) E.S.B. 38022/69/J.
LAHORE IMPROVEMENT TRUST:
Water Meters. November 12. E.S.B. 38028/69/J.
PAKISTAN WESTERN RAILWAY:
***4s. Antimony Ingots.** September 30. E.S.B. 38025/69/J.

SAUDI ARABIA

Bulletin 174/69

MINISTRY OF COMMUNICATIONS:
***21s. Teleprinter Network.** (Further Information.) E.S.B. 36258/69/J.
MINISTRY OF INFORMATION:
Recorder's Spare Parts. October 1. E.S.B. 37505/69/J.

(Continued on page 781)

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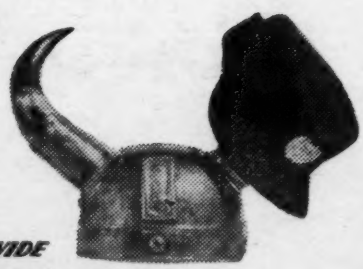

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PORTUGAL
Bulletin 172/69
ADMINISTRACAO DOS PORTOS DO SOURO E LEIXOES:
Industrial Trailers. September 29. E.S.B. 37181/69/J.

SINGAPORE, REPUBLIC OF
Bulletin 173/69
PUBLIC WORKS DEPARTMENT:
Construction of a Sports Stadium. October 3. E.S.B. 37316/69/J.
Bulletin 174/69
TELECOMMUNICATIONS DEPARTMENT:
***Satellite Earth Station.** November 24. E.S.B. 37148/69/J.
PUBLIC UTILITIES BOARD:
***25s. Steel Pipes.** (Further Information.) E.S.B. 36879/69/J.
PORT OF SINGAPORE AUTHORITY:
***13s. Fork-Lift Trucks.** October 14. E.S.B. 37355/69/J.
***11s. Straddle Carrier.** October 28. E.S.B. 37325/69/J.

SOUTH AFRICA
Bulletin 175/69
STATE TENDER BOARD:
***8s. X-ray Film Processing Unit; Contrastor.** September 29. E.S.B. 37509/69/J.
CAPE PROVINCIAL TENDER BOARD:
***2s. Beads.** September 30. E.S.B. 37520/69/J.
***5s. Laboratory Equipment.** September 30. E.S.B. 37512/69/J.
DEPARTMENT OF WATER AFFAIRS:
Construction of Civil Works for Dam. (Pre-qualification Information.) E.S.B. 37526/69/J.
NATAL PROVINCIAL ADMINISTRATION:
***14s. Laboratory Equipment.** October 1. E.S.B. 37847/69/J.

SPAIN
Bulletin 173/69
MINISTEIRO DEL AIRE:
Coaxial Cable. October 6. E.S.B. 37313/69/J.
Bulletin 176/69
MINISTEIRO OBRAS PUBLICAS:
Building Works. October 3. E.S.B. 38082/69/J and 38090/69/J.
MINISTEIRO DE GOBERNACION:
Amplifiers. October 20. E.S.B. 38091/69/J.

SUDAN
Bulletin 175/69
MINISTRY OF WORKS:
***7s. Tanks.** October 25. E.S.B. 37523/69/J.
MECHANIZED FARMING CORPORATION:
***15s. Agricultural Machinery.** October 1. E.S.B. 37522/69/J.
CENTRAL ELECTRICITY AND WATER CORPORATION:
***3s. Conductors.** October 8. E.S.B. 37514/69/J.
SUDAN RAILWAYS:
***4s. Tyres for Railway Wheels.** October 8. E.S.B. 37515/69/J.

SYRIAN ARAB REPUBLIC
Bulletin 173/69
DIRECTORATE OF STUDIES
Construction of a Sodium Silicate Plant. Closing date postponed to October 11. (Further Information.) E.S.B. 24139/69/J.

TAIWAN
Bulletin 173/69
CENTRAL TRUST OF CHINA:
***Level Control Instrument.** September 30. E.S.B. 37471/69/J.
***3s. Gauges, Instruments.** September 30. E.S.B. 37331/69/J.
***7s. Rubber Fenders, Plug and Fixing Bolt.** October 27. E.S.B. 37332/69/J.
***4s. Vibrometer.** September 30. E.S.B. 37336/69/J.
***7s. Lightning Arresters.** September 30. E.S.B. 37327/69/J.
***4s. Valves.** October 24. E.S.B. 37328/69/J.
***7s. Graphite Plate and Rod.** October 23. E.S.B. 37330/69/J.
***5s. Wheel Loader.** October 24. E.S.B. 37335/69/J.
***2s. Thermometer.** September 30. E.S.B. 37326/69/J.
***3s. Rubber Hose.** October 7. E.S.B. 37329/69/J.
***5s. pH Meters; Controllers.** October 27. E.S.B. 37333/69/J.
***7s. Lightning Arresters.** September 30. E.S.B. 37358/69/J.
***2s. Bus Chassis.** October 6. E.S.B. 37346/69/J.
***4s. Steel Bars.** October 29. E.S.B. 37348/69/J.
***Blowers.** October 2. E.S.B. 37349/69/J.
***3s. Pick-up Truck.** October 6. E.S.B. 37350/69/J.
***3s. Monoethanolamine.** October 2. E.S.B. 37343/69/J.
***1s. Arc Welding Rod.** October 1. E.S.B. 37340/69/J.
***3s. Gas Leak Detector, Repeating Coils.** October 27. E.S.B. 37339/69/J.
***3s. Meter Prover.** October 6. E.S.B. 37345/69/J.
***3s. Valves.** October 28. E.S.B. 37351/69/J.
***2s. Steel Plates.** October 1. E.S.B. 37344/69/J.
***6s. Electronic Data Processing System.** October 23. 37342/69/J.
Bulletin 174/69
***4s. Oil Level Transmitters.** September 30. E.S.B. 37359/69/J.
***39s. Diesel Railcars.** October 21. E.S.B. 37341/69/J.
Bulletin 175/69
***5s. Harvester.** September 30. E.S.B. 37524/69/J.

TANZANIA
Bulletin 176/69
CENTRAL TENDER BOARD:
Surveying Equipment. October 10. E.S.B. 37876/69/J.

THAILAND
Bulletin 173/69
STATE RAILWAY OF THAILAND:
Steel. October 7. E.S.B. 37134/69/J.
Bulletin 175/69
THAILAND TOBACCO MONOPOLY:
***Cigarette Packets.** September 29. E.S.B. 37822/69/J.
Paper. September 30. E.S.B. 37823/69/J.
MINERAL RESOURCES DEPARTMENT:
Coring Bits. October 1. E.S.B. 37818/69/J.
Resistivity Meters. October 1. E.S.B. 37815/69/J.
ROYAL IRRIGATION DEPARTMENT:
***12s. Bulldozer, Dumper, Roller, Scraper and Grader Spar Parts.** September 30. E.S.B. 37532/69/J.
***1s. Gates for Tunnel Intake.** October 14. E.S.B. 37533/69/J.
STATE RAILWAY OF THAILAND YOD-SE:
***1s. Batteries.** October 15. E.S.B. 37814/69/J.
THAILAND TOBACCO MONOPOLY:
***1s. Cellulose Film.** October 14. E.S.B. 37820/69/J.
***1s. Cellulose Film.** October 15. E.S.B. 37821/69/J.
METROPOLITAN ELECTRICITY AUTHORITY:
***31s. Switchgear; Control Board.** October 24. E.S.B. 37825/69/J.
Bulletin 176/69
MINERAL RESOURCES DEPARTMENT:
Water Checking and Recording Machines. October 3. E.S.B. 38089/69/J.
STATE RAILWAYS OF THAILAND:
***1s. Pneumatic Tools.** September 29. E.S.B. 38083/69/J.
Augers. September 29. E.S.B. 38085/69/J.
Aluminium Foil. September 29. E.S.B. 38086/69/J.
Toilet Rolls. October 8. E.S.B. 38087/69/J.
MINERAL RESOURCES:
Air Compressors. October 6. E.S.B. 38088/69/J.

TRINIDAD AND TOBAGO
Bulletin 173/69
MINISTRY OF HEALTH:
***1s. (General Conditions.) Surgical Instruments; Medicines; Antibiotics; Vaccines; Crockery and Cutlery.** October 6. E.S.B. 37312/69/J.
ELECTRICITY COMMISSION:
***4s. Junction Boxes.** October 17. E.S.B. 37308/69/J.
***5s. Sealing Ends for Cable.** October 17. E.S.B. 37309/69/J.
***7s. Cable.** October 17. E.S.B. 37310/69/J.

TURKEY
Bulletin 174/69
DENIZEILIK BANKASI TAO:
***3s. Windscreen.** October 1. E.S.B. 37353/69/J.
***3s. Radar Equipment.** September 30. E.S.B. 37352/69/J.

UNITED ARAB REPUBLIC (EGYPT)
Bulletin 176/69
EGYPTIAN RAILWAYS:
Wooden Inserts. October 11. E.S.B. 38325/69/J.

UNITED STATES OF AMERICA
Bulletin 173/69
BONNEVILLE POWER ADMINISTRATION:
***121s. Transformers.** September 30. E.S.B. 37337/69/J.

URUGUAY
Bulletin 175/69
STATE WATERWORKS:
Pipes and Fittings. October 17. E.S.B. 37835/69/J.
ANCAP:
***8s. (In Spanish.) Agricultural Discs.** October 16. E.S.B. 37838/69/J.
***8s. (In Spanish.) Lubricating Oil.** October 22. E.S.B. 37839/69/J.
OSE (STATE WATERWORKS):
Pipes and Apparatus. October 16. E.S.B. 37836/69/J.
AMDET (MUNICIPAL TRANSPORT CORPORATION):
Cables. September 29. E.S.B. 37840/69/J.

VENEZUELA
Bulletin 176/69
CVC ELECTRIFICACION DEL CARONI CA (EDELCA):
***1s. (In Spanish.) Hydro-Electric Extension Works.** September 30. (Pre-qualification Information.) E.S.B. 37884/69/J.

VIETNAM
Bulletin 172/69
INDUSTRIAL DEVELOPMENT CENTRE:
***16s. Construction of Edible Oil Plant.** November 15. E.S.B. 36886/69/J.
***14s. Pesticides Manufacturing Plant.** November 15. E.S.B. 36887/69/J.
***13s. Detergent Manufacturing Plant.** October 30. E.S.B. 36889/69/J.
Bulletin 173/69
***Air-Conditioning, Sterilizing and Dehumidifying Equipment.** October 30. E.S.B. 36888/69/J.
***7s. (In French.) Brick and Tile Manufacturing Equipment.** October 30. E.S.B. 37347/69/J.

YUGOSLAVIA
Bulletin 176/69
PREDUZECE INVEST IMPORT:
***1s. Polishing Machine, Mobile Testing Station.** October 11. E.S.B. 37531/69/J.
***1s. Tools.** October 11. E.S.B. 37878/69/J.
CHROMOS BEOGRAD:
***1s. Paper and Cardboard Machinery.** October 11. E.S.B. 37530/69/J.
MAIRBORSKA LIVARNA:
***2s. Foundry Plant and Equipment.** October 11. E.S.B. 37874/69/J.
GRAFOIMPEX:
***1s. Printing Machinery, Book Binding Machinery, Photocopying Machines, Film Processing Machinery, Paper and Board Machinery.** October 11. E.S.B. 37875/69/J.
MASINOPROMET:
***1s. Contractors' Plant.** October 11. E.S.B. 37870/69/J.
MASINO IMPEX:
***1s. Textile Plant Machinery.** October 11. E.S.B. 37527/69/J.
TEKIG-INVEST:
***1s. Grinding Machine, Dryers.** October 9. E.S.B. 37529/69/J.
***1s. Jute Laying and Combing Machine.** October 9. E.S.B. 37528/69/J.
PREDUZECE INVEST-IMPORT:
***1s. Coffee Roasting and Packing Line.** October 11. E.S.B. 37872/69/J.
TEKSTILNA INDUSTRIJA:
***1s. Textile Machinery and Equipment.** October 11. E.S.B. 37877/69/J.
MASINOIMPEKS:
***1s. Glass Wool Manufacturing Equipment.** Closing date not stated. E.S.B. 37873/69/J.
PRIVIEDNA BANKA U BESGRADU:
***1s. Electronic Counting System.** October 11. E.S.B. 37871/69/J.

ZAMBIA
Bulletin 174/69
CENTRAL SUPPLY AND TENDER BOARD:
***6s. Vaccines and Sera.** October 10. E.S.B. 37502/69/J.
***4s. Steel Cable.** October 10. E.S.B. 37698/69/J.
***4s. Trousers, Shirts.** October 10. E.S.B. 37400/69/J.
***10s. Surgical Dressings.** October 10. E.S.B. 37504/69/J.
***6s. Intravenous Solutions and Equipment.** October 10. E.S.B. 37398/69/J.

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Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies, see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H109, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

ABU DHABI

Bulletin 172/69
Agency inquiry for insulation material; nuts and bolts; tiles; wall ties; water stops. E.S.B. 36461/69/J.

Bulletin 175/69
Agency inquiry for asbestos cement sheeting; builders' hardware; cement. E.S.B. 36461/69/J.

ALGERIA

Bulletin 173/69
Inquiry for electrical fittings manufacturing machinery. E.S.B. 37441/69/J.

Bulletin 174/69
Inquiry for beverage vending machines. E.S.B. 3873/69/J.

AUSTRALIA

Bulletin 172/69
Agency inquiry for chemicals. E.S.B. 36567/69/J.
Inquiry for crushing machine. E.S.B. 48487/68/J.
Inquiry for knocked-down furniture hardware. E.S.B. 36542/69/J.

Bulletin 173/69
Inquiry for doors; fencing; gates. E.S.B. 37210/69/J.

Bulletin 174/69
Agency inquiry for marine propellers. E.S.B. 33661/69/J.
Agency inquiry for cotton towelling. E.S.B. 37030/69/J.

Bulletin 175/69
Inquiry for deodorizing equipment. E.S.B. 18464/69/J.

Bulletin 176/69
Agency inquiry for educational aids. E.S.B. 37490/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 173/69
Inquiry for butyric acid. E.S.B. S/92/69/J.
Inquiry for photocopying paper. E.S.B. S/93/69/J.
*10s. Inquiry for polyethylene cable. E.S.B. A/61/69/J.
*11s. Inquiry for bare aluminium conductor. E.S.B. A/62/69/J.
Inquiry for coaxial cable. E.S.B. M/44/69/J.

Bulletin 174/69
Inquiry for hydroxy benzoic acid. E.S.B. S/91/69/J.
Inquiry for soap wrapping machine. E.S.B. S/94/69/J.
Inquiry for heat reactive PVC tubing. E.S.B. S/95/69/J.

Bulletin 176/69
Inquiry for power impact gun. E.S.B. A/63/69/J.

AUSTRIA

Bulletin 174/69
Inquiry for diabetic foods; effervescent tablets; throat sprays. E.S.B. 37265/69/J.

Bulletin 175/69
Inquiry for bathroom shelves; central heating plant and equipment; washing basins. E.S.B. 34994/69/J.
Agency inquiry for furniture castors and fittings. E.S.B. 35106/69/J.

BAHAMAS

Bulletin 172/69
Inquiry for capstans; dock gate machinery; jacks; lifts; penstock operating gear; pumps. E.S.B. 36910/69/J.

BARBADOS

Bulletin 172/69
Agency inquiry for fabrics; footwear; hats; hosiery; neckties; suitings; textile piece-goods. E.S.B. 36509/69/J.

Bulletin 174/69
Inquiry for clothing; swimwear. E.S.B. 37285/69/J.
Agency inquiry for agricultural chemicals; garden tools; lawn mowers; saddlery and harness; welded reinforcing steel fabric. E.S.B. 37456/69/J.

Bulletin 175/69
Agency inquiry for condiments and sauces; glassware; kitchen equipment; paper products; tomato juice. E.S.B. 37448/69/J.

BELGIUM

Bulletin 172/69
Agency inquiry for carbon resistors. E.S.B. 36915/69/J.

BOLIVIA

Bulletin 172/69
Agency inquiry for non-wooden toys. E.S.B. 37023/69/J.

Bulletin 175/69
Inquiry for drugs; ophthalmic clinical equipment. E.S.B. 37732/69/J.
Inquiry for hardware; motors; tools. E.S.B. 37733/69/J.

BRAZIL

Bulletin 172/69
Inquiry for hospital equipment. E.S.B. 37050/69/J.

Bulletin 176/69
Inquiry for cornflour production plant; fertilizer mixing and processing machinery. E.S.B. 38011/69/J.

BURMA

Bulletin 173/69
Inquiry for stationary crushing and screening plant. E.S.B. 21391/69/J.

CANADA

Bulletin 174/69
Inquiry for lathes; woodworking machines. E.S.B. 37263/69/J.
Inquiry for vitrified sewer pipe and fittings. E.S.B. 37460/69/J.

Bulletin 175/69
Inquiry for fabrics; furniture hardware. E.S.B. 37489/69/J.
Inquiry for men's sweaters. E.S.B. 37287/69/J.
Inquiry for structural steel. E.S.B. 37656/69/J.

Bulletin 176/69
Manufacture under licence – Turbine gas flow meters. E.S.B. 37482/69/J.
Inquiry for wool yarns. E.S.B. 37427/69/J.

CANARY ISLANDS

Bulletin 176/69
Agency inquiry for jams and marmalades. E.S.B. 37767/69/J.

COLOMBIA

Bulletin 175/69
Inquiry for horizontal centrifugal pumps. E.S.B. 37662/69/J.

CURACAO

Bulletin 176/69
Inquiry for sports goods. E.S.B. 37740/69/J.

DENMARK

Bulletin 172/69
Agency inquiry for processing machinery and plant. E.S.B. 33978/69/J.

Bulletin 176/69
Inquiry for coats; knitwear. E.S.B. 36909/69/J.

EL SALVADOR

Bulletin 176/69
Taxation. E.S.B. 1209/G/J.
Inquiry for bulldozer; crane; electric sub-station; fork lift trucks; metering equipment; motors; pallets; tractors. E.S.B. 17413/69/J.

FRANCE

Bulletin 172/69
Manufacture under licence – Industrial anti-friction and anti-wear processes. E.S.B. 35148/69/J.

Bulletin 175/69
Inquiry for reproduction furniture. E.S.B. 33921/69/J.

FRANCE/IRAQ

Bulletin 176/69
Trade Agreement. E.S.B. 1209/G/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 172/69
Inquiry for frozen portions of game. E.S.B. 36987/69/J.
6s. Inquiry for grinding machine. E.S.B. 12710/69/J.
Agency inquiry for chrome splits; leathers. E.S.B. 37212/69/J.

Bulletin 173/69
Agency inquiry for builders' hardware; furniture fittings; hand tools. E.S.B. 36403/69/J.
Inquiry for clothing; crockery; fabrics; glassware; handbags; shoes; toys; travelling cases. E.S.B. 34695/69/J.
Agency inquiry for pet accessories. E.S.B. 36425/69/J.

Bulletin 174/69
Inquiry for meat. E.S.B. 37258/69/J.
Agency inquiry for rolled iron products; steel and steel alloy products. E.S.B. 36990/69/J.
Inquiry for aerials; cables; condensers; diodes; potentiometer resistances; radio and television assembly parts; semi-conductors; transistors; voltmeters. E.S.B. 37095/69/J.
Inquiry for venison. E.S.B. 37496/69/J.

Bulletin 176/69
Inquiry for novelties; paper and leather giftware. E.S.B. 37477/69/J.
Agency inquiry for electronic components. E.S.B. 35107/69/J.
Inquiry for chemical plant. E.S.B. 27646/69/J.

Bulletin 177/69
Agency inquiry for electronic components; electronic testing equipment; nuclear physics measuring equipment. E.S.B. 37428/69/J.

GREECE

Bulletin 173/69
Inquiry for cotton wool production plant. E.S.B. 37029/69/J.

INDIA

Bulletin 172/69
Inquiry for motor overload protectors. E.S.B. 36336/69/J.

Bulletin 173/69
Manufacture under licence – electric bulbs for railway signalling and telephone switchboards; dry reed switches. E.S.B. 37021/69/J.
Inquiry for air conditioning equipment; automobiles; catering, china, cleaning and electrical equipment; glassware; helicopters' interior furnishings; office machinery; sports equipment. E.S.B. 35520/69/J.

Bulletin 174/69
Inquiry for chemicals, pharmaceuticals. E.S.B. 37438/69/J.

Bulletin 176/69
Inquiry for centrifugal separators. E.S.B. 37706/69/J.
Inquiry for non-ferrous metals manufacturing equipment. E.S.B. 33196/69/J.
4s. Inquiry for steel strip. E.S.B. 31922/69/J.

IRAQ

Bulletin 177/69
Agency inquiry for fans; radios; tape recorders; telephone exchange; televisions. E.S.B. 37731/69/J.

IRISH REPUBLIC

Bulletin 172/69
Agency inquiry for asbestos cloth. E.S.B. 36995/69/J.
Agency inquiry for cutlery; rumble strips. E.S.B. 36413/69/J.
Agency inquiry for PVC pipe; pipe fittings. E.S.B. 35800/69/J.
Agency inquiry for earthenware; hotel tableware. E.S.B. 37073/69/J.
Agency inquiry for valves. E.S.B. 37205/69/J.

Bulletin 173/69
Inquiry for campos; crystal steel onyx and wooden boxes; paperweights. E.S.B. 32287/69/J.

Bulletin 174/69
Inquiry for industrial cleaning equipment and materials. E.S.B. 37015/69/J.

Bulletin 176/69
Agency inquiry for rtm 'Crimplene' fabrics; jersey piece-goods; women's and children's knitwear and rainwear. E.S.B. 37495/69/J.
Inquiry for crystal glass plant. E.S.B. 12339/69/J.

ISRAEL
Bulletin 176/69
Agency inquiry for cups for pencil ends. E.S.B. 31947/69/J.
Bulletin 177/69
Inquiry for gas heaters. E.S.B. 37678/69/J.

ITALY
Bulletin 172/69
Inquiry for electrolytic nickel; plastics raw materials. E.S.B. 37259/69/J.
Bulletin 173/69
Inquiry for lead ingots. E.S.B. 37463/69/J.
Bulletin 174/69
Inquiry for drill bits; pipes. E.S.B. 37049/69/J.
Inquiry for paraffin wax. E.S.B. 37607/69/J.
Bulletin 177/69
Agency inquiry for textile machinery. E.S.B. 12868/69/J.

JAMAICA
Bulletin 172/69
Inquiry for glass bottles; plastic containers. E.S.B. 37201/69/J.

JAPAN
Bulletin 172/69
Inquiry for cosmetics; jewellery; neckwear. E.S.B. 21807/69/J.
Bulletin 172/69
Inquiry for medical equipment. E.S.B. 37291/69/J.
Bulletin 176/69
Inquiry for imitation jewellery; ties. E.S.B. 37267/69/J.
Agency inquiry for pharmaceuticals. E.S.B. 37484/69/J.
Inquiry for blouses; knitwear. E.S.B. 37723/69/J.
Inquiry for textile machinery. E.S.B. 37465/69/J.

KUWAIT
Bulletin 172/69
Agency inquiry for knitwear; shirts; women's clothing. E.S.B. 36551/69/J.
Agency inquiry for cellulose film; paper. E.S.B. 31261/69/J.
Bulletin 173/69
Agency inquiry for bathroom fittings; sanitary equipment. E.S.B. 36600/69/J.
Inquiry for auto spare parts; ball and roller bearings; casing and tubing; chemicals; lifting tackle; medical supplies; paints; pipe fittings; ropes; valves. E.S.B. 33146/69/J.
Bulletin 174/69
Agency inquiry for contractors' plant; clothing; curtain materials and fittings; foodstuffs; house decorations; pharmaceuticals; records; textiles; wallpapers. E.S.B. 34313/69/J.

LEBANON
Bulletin 174/69
Inquiry for control equipment. E.S.B. 37234/69/J.

LIBYA
Bulletin 175/69
Agency inquiry for children's wear; dresses; lingerie; shoes. E.S.B. 37277/69/J.

MALAWI
Bulletin 172/69
Agency inquiry for clothing; footwear; hand tools; textile piece-goods. E.S.B. 8294/69/J.
Bulletin 173/69
Inquiry for children's wear. E.S.B. 37094/69/J.

MALTA
Bulletin 172/69
Agency inquiry for bathroom fittings and accessories; glazed tiles. E.S.B. 36962/69/J.
Agency inquiry for shearing machines; tile cutting machines. E.S.B. 37004/69/J.

NETHERLANDS
Bulletin 173/69
Inquiry for chemical raw materials and intermediates. E.S.B. 22860/69/J.
Bulletin 174/69
Agency inquiry for heaters and heating systems. E.S.B. 36593/69/J.
Bulletin 175/69
Agency inquiry for electric motors; ventilating equipment. E.S.B. 37485/69/J.

NIGERIA
Bulletin 172/69
Inquiry for crucible furnace; machine tools. E.S.B. 37048/69/J.
Bulletin 173/69
Inquiry for starch making machinery. E.S.B. 37614/69/J.
Bulletin 174/69
Inquiry for dies; nail making machinery; power hammers; steel products; steel stamping and forming presses. E.S.B. 37613/69/J.
Bulletin 175/69
Inquiry for textile machinery. E.S.B. 36926/69/J.

NORWAY
Bulletin 172/69
Agency inquiry for shop window fittings. E.S.B. 36550/69/J.
Agency inquiry for paper clothing; paper products. E.S.B. 37419/69/J.
Bulletin 176/69
Inquiry for clothing. E.S.B. 2270/69/J.

Introduction of the Lancer Boss range of lift trucks, sideloaders and container handling trucks to 500 North American dealer representatives and 400 major truck users brought an immediate £½ million boost to orders. The company say that as a result of the reception from dealers and users attending a magnificently staged £30,000 convention at New Orleans, Louisiana, supply schedules are being completely revised to double the call-off of trucks for the North American market from next January. Current expansion of the Leighton Buzzard, Bedfordshire, company's production facilities to meet both home and export demand is thus proving fully justified.

PANAMA
Bulletin 174/69
Visiting businessmen from Britain. E.S.B. 1209/G/69/J.

PUERTO RICO
Bulletin 175/69
Agency inquiry for agricultural machinery; asphalt plants and equipment; quarry and sand processing equipment. E.S.B. 37494/69/J.

SAUDI ARABIA
Bulletin 172/69
Inquiry for condensed and powdered milk. E.S.B. 36498/69/J.
Inquiry for ice making plant. E.S.B. 36769/69/J.
Bulletin 174/69
Inquiry for aluminiumware; cutlery; domestic electric appliances; enamelware; glassware; household articles; kitchenware; tableware. E.S.B. 37461/69/J.

SINGAPORE, REPUBLIC OF
Bulletin 174/69
Free Trade Zones. E.S.B. 1209/G/69/J.

SOUTH AFRICA
Bulletin 173/69
Agency inquiry for central equipment; pneumatic and electronic instrumentation. E.S.B. 27261/69/J.
Bulletin 174/69
Manufacture under licence – doors; screening; shelving system. E.S.B. 36914/69/J.
Bulletin 175/69
Inquiry for carpeting. E.S.B. 37751/69/J.
Bulletin 177/69
Agency inquiry for diesel driven pumping units. E.S.B. 23820/69/J.

SWEDEN
Bulletin 176/69
Agency inquiry for brake parts; shock absorbers. E.S.B. 17618/69/J.
Bulletin 177/69
Agency inquiry for hydraulic motors; torque converters. E.S.B. 14741/69/J.

SWITZERLAND
Bulletin 172/69
*Inquiry for cotton; lining materials. E.S.B. 30548/69/J.
Agency inquiry for compressors; pumps; ram hammers; trucks; vibrators. E.S.B. 35530/69/J.
Bulletin 174/69
Agency inquiry for laboratory instruments and equipment. E.S.B. 36787/69/J.
Inquiry for packing machines; packing materials. E.S.B. 37483/69/J.
Bulletin 175/69
Inquiry for resistance wire. E.S.B. 15635/69/J.
Bulletin 176/69
Inquiry for pressure cookers. E.S.B. 24795/69/J.

TRINIDAD/TOBAGO
Bulletin 172/69
Inquiry for containers for pepper and cocoa powder. E.S.B. 36547/69/J.
Bulletin 175/69
Inquiry for aerosol cans, glass jars. E.S.B. 36547/69/J.
Bulletin 176/69
Inquiry for paper plate making equipment. E.S.B. 33810/69/J.

UGANDA
Bulletin 176/69
Inquiry for linen table sets. E.S.B. 34899/69/J.

UNITED STATES OF AMERICA
Bulletin 172/69
Inquiry for lumber. E.S.B. 36904/69/J.
Bulletin 173/69
Manufacture under licence in Britain – heels. E.S.B. 36512/69/J.
Agency inquiry for gear manufacturing and servicing machinery. E.S.B. 36575/69/J.
Bulletin 175/69
Inquiry for walking canes and crutches. E.S.B. 37634/69/J.
Bulletin 176/69
Inquiry for Scotch whisky. E.S.B. 37567/69/J.
Inquiry for marine hardware. E.S.B. 37673/69/J.
Bulletin 177/69
Inquiry for steel conduit. E.S.B. 35756/69/J.

VENEZUELA
Bulletin 172/69
Inquiry for anodes; flanges; gas turbines; welding fittings; wire rope or cable. E.S.B. 18600/68/J.

WINDWARD ISLANDS
Bulletin 172/69
Inquiry for doors; kitchen equipment and supplies; lawn mowers; window frames. E.S.B. 35841/69/J.

YUGOSLAVIA
Bulletin 172/69
Inquiry for silicon planar transistor and integrated circuit manufacturing and testing equipment. E.S.B. 33155/69/J.

ZAMBIA
Bulletin 172/69
Inquiry for mine arch supports. E.S.B. 27530/69/J.
Inquiry for white lined chipboard. E.S.B. 36977/69/J.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable addresses.

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Why not get in touch with us here in London? Just for a start, we'll let you have a copy of our important periodical *Review of the Economic Situation in New Zealand.*

The National Bank
OF NEW ZEALAND LIMITED

Our London Address: 8 Moorgate, E.C.2. (Tel: 01-606 8311)

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on these pages.

Gears for ferry vessels

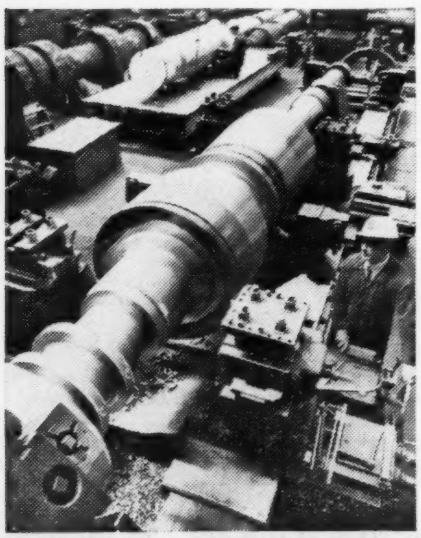
Reduction gearboxes from Modern Wheel Drive Limited, of Slough, Bucks., will transmit the power from the two 12-cylinder Pielstick engines being fitted in the 10,000-ton, 20,000 hp luxury cruise ship/car ferry being built in France. The vessel is for Normandy Ferries, the Southampton-Le Harve service operated by General Steam Navigation Company Ltd.

Modern Wheel Drive Limited have supplied, and are supplying, main propulsion gearboxes for installation in many car/passenger ferry vessels.

Straddle carrier has British engines

Perkins-powered straddle carriers – introduced to meet expected expansion in containerization – have made their debut in Germany. Powered by twin Perkins T6.354 diesel engines and developed by Demag, the straddle carriers can stack 40-ft. containers three high and handle loads of 50 tons. They can also select any one out of a line of two-high stacked containers without disassembling the whole line. Fully loaded and using both engines, the straddle carriers, which have automatic steering, can reach 18 mph (30 km/h) and can operate even on wet and icy roads.

The first two straddle carriers have been sold to Brisbane Wharves and Wooldumping Co., the Australian stevedoring company.



A high pressure turbine shaft for a 500 MW turbo generator for the Nanticoke Power Station No. 1 Unit (situated in Canada) is machined at the Atlas Works of Firth Brown Limited. The shaft, ordered from Firth Brown by C. A. Parsons & Co. Limited of Newcastle-upon-Tyne, weighs 356 cwt. and is 17 feet in length.

Weather chart recorders for France

Shortly before the conference in Paris on Altitude Observations and Measuring Instruments, from September 8 to 12, to which the French Government was the official host, the purchase of several dozen Muirhead D-649-L/E1 weather chart recorders by the French Government Service was announced. The recorders employ electro-sensitive recording techniques which enable complete weather charts to be received over any distance.

A considerable part of Muirhead export sales consists of facsimile equipment for police, weather, newspaper and business communication purposes. The French order was obtained in the face of competition from American, German and Japanese manufacturers.

Record paper sales

British paper and board mills' output of 2,468,000 tons in the first six months of this year was 4 per cent up on a year ago, according to the British Paper and Board Makers' Association. The consumption of paper and board in the United Kingdom was 3 per cent up and imports were 2 per cent up over the same period. Output in June averaged 94,000 tons a week, the highest ever recorded for June and one of the highest for any month this year.

Production rates were bolstered by high exports from British mills – at 106,000 tons for the six months these were 23 per cent up on last year and earned £23 million in foreign currency, an all-time record.

Ships worth nearly £70 million

Thirteen ships, worth nearly £70 million, are now on the order books of Harland and Wolff, Belfast. These include three 250,000-ton tankers for Mr. Aristotle Onassis; two bulk carriers of 105,000 tons for the Ropner Shipping Co.; two bulk carriers for an Oslo firm; one bulk/ore carrier of 116,000 tons for the Furness Withy Group; two bulk carriers of 22,000 tons each for an international consortium; one 58,000-ton carrier for the Bowring Steamship Co.; and two Esso tankers of 253,000 tons each.

Harland and Wolff are also in the midst of a vast £15½ million modernization programme which was started early last year.

Further air/exhaust equipment orders

George Waller & Son Ltd., of Stroud, Gloucestershire, consulting engineers and manufacturers of air and gas boosting equipment, have received a further order for another Waller 18 x 21 in. air exhauster, for installation in a Rumanian tyre factory. The order, received from Simon Handling Engineers Ltd., calls for an exhauster for pneumatic handling of carbon black.

This is the fourth Waller exhauster to be delivered to this Rumanian tyre factory in recent years.

100 per cent export sales

The new and versatile heavy-duty 'Hydro-Tel' milling machine, introduced by Cincinnati at the 1968 International Exhibition at Olympia, London, has achieved 100 per cent export sales during the past year. Orders in excess of £350,000 have been received for shipment to destinations in Italy, to Russia and to Japan. Others have been shipped to Brazil and Argentina. Industries in which the new model has found application include aeronautics, automobile manufacture and metal forming.

Third airline order from Philippines

Philippine Air Lines, Manila, has placed a third order with Epsylon Industries Ltd., of Feltham, Middlesex. Worth nearly £30,000, it covers the manufacture and supply of ground equipment to process data acquired by Epsylon airborne recorders.

£142,000 order from Poland

Howe Richardson Scale Co. Ltd., of Nottingham, have received an order worth £142,000 from the Polish State Paint Factory for a weighing and feeding system for the blending of paint to be used on cars.

Laundry equipment for Afghanistan hotel

The Cherry Tree Machine Co. Ltd. (a member of The Weston-Evans Group), of Blackburn, Lancs., have supplied all the equipment for a complete new laundry at the Hotel Inter-Continental, Kabul, Afghanistan.

SALES LEAP AFTER STUDY OF 'DELIVERY DATES'

A DETAILED STUDY *of delivery methods to two specific overseas markets has resulted in a dramatic rise in export sales for a Dudley (Worcs.) firm. In the past 12 months exports of the Design Award-winning 'Orbit' castors made by Joseph Gillott and Sons Ltd. have increased generally by 40 per cent over the previous year's figures, and currently more than 25 per cent of total production is going to some 30 overseas markets.*

In two years, annual sales to Sweden and Denmark alone have bounded from £3,500 to £21,000 and from £5,500 to £14,500 respectively. The growth of business in these Scandinavian countries reflects the results of a special investigation carried out by Mr. Robert Truslove, the company's sales director.

Mr. Truslove comments that there is still a tendency for some British manufacturers to think that their responsibilities end when parcels, crates or consignments are made up and leave the factory premises.

'This is an attitude of which we ourselves may have been guilty in the past,' he adds. 'When customers complained of the non-arrival of goods it was all too easy to say that they had been despatched on schedule and that we were not responsible for delays en route.

'Then we took a really close look at this whole problem of delivery dates, this time from the customers' point of view, and came to the conclusion that "delivery" must mean actual arrival at a destination, not simply departure from the factory. As Sweden and Denmark were two promising markets, and conveniently close for examination in detail, I studied minutely the delivery systems we were using, working with our distributors in both countries.

'By putting myself in the customer's shoes and working backwards to the point of departure from the factory, I found many ways in which deliveries could be speeded up. Sometimes it has meant taking a lot more trouble – using a small out-of-the-way port, for instance, instead of one of the traditional major ports – but the result has been that average delivery times for Sweden and Denmark have been cut by two-thirds.'

Mr. Truslove concludes that it cannot be just coincidence that his company's sales to these two countries have increased so impressively from the time a new meaning was given to the term 'delivery dates'.

Rectifier plant for USSR

The Rectifier Equipment Division of Westinghouse Brake and Signal Co. Ltd. is to supply the rectifier plant for the new high-speed electro-tinning line to be installed in the cold mill of the steelworks at Magnitogorsk, USSR. The contract, for rectifier and control equipment for the electrolytic cleaning, pickling, tin-plating and chemical treatment processes, is worth £240,000.

Brentford-built diecasting machine ordered

Soag Machine Tools Limited will begin exporting their Brentford-built Wotan-VWF diecasting machines next year. An initial batch of 24 machines of 280-ton capacity will be supplied to customers in various parts of the world.

£165,000 contracts in Russia

The Manchester-based company of Dowson & Mason have won orders valued at £165,000 to equip municipal crematoria at Moscow and Leningrad.

£90,000 computer for Holland

Cindu Key & Kramer NV, a Dutch chemical company, have ordered a Scottish-built Honeywell 125 computer system, valued at over £90,000, which will be installed early next year for operation by the firm's building and pipe-coating divisions at Maasshuis, near Rotterdam.

Paperware for Afghanistan

Cross Paperware Ltd., of Dunstable, have received an order from Afghanistan for 10,000 packs of paperware – matching sets of disposable cups, plates, napkins, tablecovers, paper doyleys, cake cases, etc.

The company's export sales in the first five months of 1969 were 30 per cent up on last year's figures.

Leather drying machine selling overseas

An automatic leather drying machine selling at more than $60,000 in the United States – claimed to be the first of its type in the world – is being produced by E. W. Hudson (Engineering) Limited, of Luton. Called the six-plate Hudson Cyclic vacuum drier, the machine is completely British in design and manufacture, but first sales are exclusively overseas, with advance orders mainly from the United States and Canada.

Setting foot in South America

Simonacco Ltd., of Carlisle, have made their first sale to South America – an order worth £26,500 for four gravel pumping sets for Demerara Bauxite Co. Ltd., the Guyana bauxite mining subsidiary of Alcan Aluminium Ltd., of Canada. The order was negotiated through the export purchasing department of Alcan Industries Ltd.

Tractor sales up on 1968

Commenting on the rise in tractor exports recently announced by the Agricultural Engineers Association, Mr. Lawrence Chivers, executive director of Ford Tractor Operations in the United Kingdom, said that 'Despite the month-long strike in March this year, the first six months' shipments of Ford tractors from the Basildon factory are up by 8.5 per cent compared with the similar period last year.'

Ford tractors made spectacular gains in Australia, up 228 per cent; Japan, 102 per cent; South-East Asia, 47 per cent; and New Zealand, 45 per cent. EFTA countries are up on 1968 by 52.7 per cent.

ONE-MAN MISSION WINS TWO LICENSING AGREEMENTS

THE STORY of a one-man mission which exported to the United States the 'know-how' for erecting industrialized buildings of from two to 22 storeys was told recently by Mr. P. J. Schryver, a director of Concrete Limited, the British industrialized building firm.

Never having been in the United States before, he felt he should go to investigate the market. The whole trip took less than a fortnight and cost considerably less than £1,000. The result has already been two licensing agreements with major American manufacturers.

His advice to other new exporters includes the following tips.

Always prepare well before you go – with the aid of experienced friends, and the Board of Trade and other Government services.

Take plenty of literature with you – including your annual report – Americans want to know what kind of firm they are talking to and whether it is profitable.

Don't be afraid of the Americans, who are most friendly and helpful people.

Speaking on the radio about his trip, Mr. Schryver said: 'I went to see friends in some of the Ministries who I knew had contacts in America and I also got in touch with the Board of Trade to find out something about the structure of the American equivalent of our industry. All were most helpful. My friends at the Ministries gave me introductions and the Board of Trade produced the data I asked for and provided great help on both sides of the Atlantic.

'As the information came in we slowly began to realize that an unusual situation existed. Contrary to all normal expectations, it was revealed that our business in this country was not only five or six years ahead of the Americans, technically, but four or five times as large as their biggest company.'

Mr. Schryver added that his American contacts went out of their way to be helpful to a visitor. His planned programme rapidly doubled itself with extra meetings, thanks to people who said things like 'There's a man in Baltimore that you really must talk to' – and picked up the 'phone to make introductions. 'Others would ring up and, when they heard I was stuck for time, would jump in their cars and drive quite incredible distances, by our standards, just to look in and have a chat,' Mr. Schryver told BBC Radio 4 listeners.

Mr. Schryver also found that if a new idea really catches on in the United States, news of it builds up, sometimes at times and places quite different from those originally thought of. 'There have been all sorts of comings and goings, not only from other contractors but from industries ranging from hotels to electric utilities, which believe that our type of building could help them to quicken expansion and development. This we had not bargained for.'

Concrete Limited, who intend setting up a design service for their United States licensees, have factories at Hounslow, Iver, Tilbury, Lichfield, Winsford, Leeds and Falkirk, and a research department at Wokingham, all of which will benefit by this new export drive.

Sports goods in demand

The Carlton Sports Company, part of The Dunlop International Sports Company, have opened a £100,000 extension to their factory at Saffron Walden, increasing the production area by 50 per cent. It is expected that exports of steel-shafted badminton rackets will reach £190,000 in 1969, an increase of 300 per cent in two years. An export turnover in excess of £185,000 is expected this year for the company's patented plastic shuttlecock.

Cables for Australian web-offset press

British Insulated Callender's Cables Limited have supplied various types of cables for a printing works installation in Sydney, Australia, which is claimed will be the biggest web-offset press in the Southern Hemisphere. The press was built by Baker Perkins Ltd., of Peterborough, and costs £500,000.

Gyro compasses for Turkey

The Sperry SR 120 low-cost Gyro compass, announced in July, has been specified by DB Turkish Cargo Lines for six 10,000-ton cargo vessels to be built by the Jozo Lozovina-Mosor shipyard in Trogir, Yugoslavia. The order, which includes Sperry facia panel Gyropilots, is valued at over £20,000.

Computer for Ndola City Council

Ndola City Council in Zambia has ordered an ICL 1901A computer worth some £85,000 for delivery in September. The computer will be used during normal working hours by the City Council and in the remaining hours each day by International Computers (Zambia) Ltd. to provide a bureau service for various government departments and fast-expanding local commercial organizations. The City Council will use the computer for electricity and water billing, for rating assessment and notices, rent advice collection and the City's electoral roll. The configuration comprises a 1901A computer with 16K processor, a card reader, card punch, line printer, four magnetic tape units and an exchangeable disc store.

Automation boosts Indian coal output

Coal production at the Indian Iron and Steel Company's Jharia coalfield, 180 miles north-west of Calcutta, is being increased to two million tons a year with the installation of modern electric mine winders and handling systems worth £1.6 million by The General Electric Company of India Limited at the Chasnalla and Jitpur collieries.

The equipment from the United Kingdom, also the management of the complete project and engineering services, is provided by the Fraser & Chalmers Division of GEC-Elliott Mechanical Handling Limited – part of GEC-Elliott Automation. Consultants for the complete scheme are the International Construction Company Limited.

Solid state sources for US

A record financial year over the period ending July 31, 1969, with a 46 per cent increase in orders over 1968, is announced by G. & E. Bradley Ltd., of London, a member of the Lucas Group.

Export prospects for microwave solid state sources appear most favourable, particularly from the United States – Mr. K. A. Sharpe, manager of the microwave division, recently returned with orders valued at $500,000.

Flight control systems for F28

All 25 Fokker F28 aircraft mentioned in recently announced sales will be fitted with Smiths Industries Series 6 flight control systems, which have FAA and RLD approval for operations in Category 1 conditions, allowing them to be used during approach to land down to a decision height of 200 ft. (60 metres) with a visibility of more than 2,600 ft. (80 metres).

The systems are being tested for eventual use in Category 2 conditions, when approaches can be made down to a decision height of between 200 and 100 ft. (60 and 30 metres) with visibility between 2,600 and 1,200 ft. (800 and 400 metres).

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common Customs Tariff

THE *Board of Trade Journal* dated September 20, 1968 (page 796) contained a notice about Decision 68/337/CEE, which authorized Belgium, Luxembourg and the Netherlands to postpone until June 30, 1969, the raising of their national rates of duty to those of the Common Customs Tariff in respect of the following tariff headings:

Tariff No.	Products
24.02 A	Cigarettes
B	Cigars and cigarillos
C	Smoking tobacco
D	Chewing tobacco and snuff

The *Journal Officiel des Communautes Europeenes* No. L220, dated September 1, 1969, contains the text of Decision 69/276/CEE, authorising the further postponement of the raising of the Belgian, Luxembourg and Netherlands national rates of duty for the goods mentioned above to those of the Common Customs tariff, during the period July 1, 1969 to June 30, 1970.

The French text of the Decisions referred to above may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common agricultural policy

THE TEXTS of the following Regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French text of the Regulations and Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

OILS, FATS AND OIL SEEDS

Regulation (CEE) No. 1731/69 fixes the production refunds for olive oil used in the production of preserved fish and vegetables (*Journal Officiel* No. L221 dated September 1, 1969).

Regulation (CEE) No. 1767/68 modifies **Regulation (CEE) No. 1470/68** which relates to the taking and reduction of samples and also the determination of the content of oil, impurities and moisture in oil seeds, so far as it concerns the oil content of the oil seeds (*Journal Officiel* No. L226 dated September 6, 1969).

CEREALS

Decision 69/287/CEE authorizes Germany to apply special intervention measures in the cereals sector (*Journal Officiel* No. L220 dated September 1, 1969).

SUGAR

Regulation (CEE) No. 1730/69 fixes the basic amount of the import levy for syrups and certain other products in the sugar sector (*Journal Officiel* No. L221 dated September 1, 1969).

Regulation (CEE) No. 1764/69 modifies the denaturation premiums for sugar, fixed by **Regulation (CEE) 840/68** (*Journal Officiel* No. L226 dated September 6, 1969).

Regulation (CEE) No. 1765/69 modifies **Regulation (CEE) No. 782/68** which establishes the methods and conditions for purchases in the sugar sector by the intervention agencies (*Journal Officiel* No. L226 dated September 6, 1969).

Regulation (CEE) No. 1766/69 completes **Regulation (CEE) No. 1669/69** relating to certain measures to be taken in the sugar sector following devaluation of the French franc (*Journal Officiel* No. L226 dated September 6, 1969).

Marketing of seeds

THE *Journal Officiel* No. L220 dated September 1, 1969, contains the texts of three **Decisions, Nos. 69/270/CEE, 69/271/CEE and 69/272/CEE,** exempting Germany, the Netherlands and Luxembourg, respectively, from applying the provisions of **Directive 66/401/CEE** which concerns the marketing of forage crop seeds and **Directive 66/402/CEE** concerning the marketing of seed grain, to certain types of seeds.

The French text of all the Decisions and Directives referred to above may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

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FRANCE

Import regulations for meat, etc. for human consumption

THE FRENCH *Journal Officiel* of September 2 announced that the following establishments should be added to the list of abattoirs and processing concerns inspected and approved by the competent authorities in Britain and accepted by the French authorities.

Name and address	Approved No.
A. G. Hedges Ltd., Abingdon, Berks.	EWS 77
Louis C. Edwards & Sons Ltd., Manchester, 10	EWP 24
Moss, Waltham & Co. Ltd., Shrewsbury, Shropshire	EWP 27

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

BELGIUM

Tax on value added

IT WAS announced by the Belgian Prime Minister on September 10 to the Parliamentary Commissions of Finance and Economic Affairs that the introduction of a system of tax on value added would now be postponed from January 1, 1970, until January 1, 1971, for economic reasons.

ITALY

New regulations for importation of live cattle from the United Kingdom

THE ITALIAN Authorities have published new regulations which permit the importation from the United Kingdom of male calves (from 15 days to 12 months old) for fattening.

Details of the Italian veterinary requirements may be obtained from the Ministry of Agriculture, Fisheries and Food, Animal Health Division, Government Building, Hook Rise South, Tolworth, Surrey (Tel. 337 6611).

Exporters are reminded, however, that the export of live cattle, including calves, is subject to export licensing control. The issue of new licences for the export of calves has been temporarily suspended and actual exports are being closely controlled. (See *Board of Trade Journal*, August 13, page 423).

ICELAND

Business licensing (Law No. 41/68)

LEGISLATION PROVIDING for the licensing of all businesses in Iceland was introduced in 1968 and became effective from July 1969. Under this legislation all businesses have to be licensed and only Icelandic nationals qualify. The way in which the legislation will operate is not yet clear, although it is apparently intended to strengthen the position of Icelandic agents and importers. But it may affect British exporters in two ways:

(i) It restricts the establishing of branch and associate companies by non Icelandic nationals.

(ii) It is likely to restrict the exporter visiting Iceland from making direct sales (i.e. without the help of an agent/importer) at least while he is there since he himself will not qualify for a licence and will not therefore be entitled to trade,

Any firms wishing for further information should contact Export Services Branch, Board of Trade, Room JO2, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 477).

ISRAEL

Liberalization of imports

THE FOLLOWING ITEMS have been added to the Israeli list of commodities for which import licences are issued without restriction. These goods were liberalized with effect from August 7, 1969.

Tariff No.	Description of goods	Customs duty	Purchase Tax
51.04-1000	Tyre cord fabric	50%	25%
59.14	Woven wicks of cotton	65%	Exempt
84.54-9900	Document shredders of a weight not exceeding 100 kg.	50%	15%

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

Senior officials from motor component companies in America, Japan, France, Germany, Australia, South Africa, Spain, Italy and South America have just completed a tour of the South Wales, Hitchin and Luton factories of the Cam Gears Group, as part of a five-day briefing on how the group is leading the world in the design and production of rack and pinion steering systems. Seen here at Cam Gears' Resolven, Glam., plant, where production of units is to be expanded from 20,000 to 50,000 a week, are (right to left): Mr. L. T. Tebodo, managing director of Thompson Ramco (Argentina); Mr. W. D. Angst, co-ordinator for the Japan-based Koyo-TRW; Mr. M. Barba, president of Gemmer (France), and Mr. R. Riley, Cam Gears' quality manager and chief inspector at Resolven.

ABU DHABI

Customs duty

IN AMIRI Decree No. 35/1969, which became effective from August 30, 1969, the following changes to import duties for Abu Dhabi were made:

1. Customs duties payable on cigarettes will be reduced to 2.5 per cent.
2. Customs duties payable on liquor will be increased to 25 per cent.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420, 475).

SOUTHERN YEMEN

Import and export licensing requirements

THE SOUTH YEMEN Government has announced that, with effect from September 1, 1969, all imports and exports will be subject to licensing. It is understood that licences will be granted without question to cover all goods shipped before September 1, and it is thought likely that licences will be issued for goods already contracted, but not yet shipped.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

FEDERAL REPUBLIC OF CAMEROON

Alcohols: increase in import tax

WITH EFFECT from July 1, 1969, the taxe complementaire on the following alcoholic preparations imported into the Federal Republic of Cameroon has been increased by the amounts shown below:

Tariff Heading	Description	Additional tax
		(F = CFA francs)
22-03-00	Beers	20%
05-01	Wines in bottles, etc., of 3 litres or less	20F per litre
11	Wines imported otherwise	10F per litre
31	Champagne	10%
32	Sparkling wines	10%
40	Fortified wines	10F per litre
06-00	Vermouths, and other wines of fresh grapes flavoured with aromatic extracts	200F per litre of pure alcohol
07-01	Cider, perry and mead	10%
90	Other fermented beverages	10%
08-09	Ethyl alcohol undenatured, of a strength of 80 degrees or higher, other	200F per litre of pure alcohol
09-01	Ethyl alcohol undenatured, of less than 80 degrees	200F per litre of pure alcohol
11	Natural spirits obtained from wine or grape marc	200F per litre of pure alcohol
12	Rum and tafia	200F per litre of pure alcohol
13	Whisky	200F per litre of pure alcohol
19	Other spirits	200F per litre of pure alcohol
21	Gin	200F per litre of pure alcohol
22	Anisated liqueurs	200F per litre of pure alcohol
29	Liqueurs and alcoholic preparations, other	200F per litre of pure alcohol
31	Other spirituous beverages of an alcoholic strength of: less than 15 degrees	200F per litre of pure alcohol
32	15 degrees or more	200F per litre of pure alcohol

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

DEMOCRATIC REPUBLIC OF THE CONGO (KINSHASA)

New Investment Code

A NEW INVESTMENT CODE has recently been published in the Democratic Republic of the Congo (Kinshasa) under Ordonnance-Loi number 69/032 of June 26, 1969.

The Code, which aims to encourage investment in the country's economy by granting appropriate advantages to new enterprises or existing ones undertaking expansion or improvement schemes, is primarily for the large investor, although new measures are to be introduced later to cater for small businesses.

Copies of the Code, which is in French, may be seen at: Statistics and Market Intelligence Library, Hillgate House 35 Old Bailey, London, E.C.4.

The United Kingdom Exchange Control rules governing investment in the non-sterling area were described in the *Board of Trade Journal* of April 26, 1968 (page 1263).

ZAMBIA

Suspension of duty

THE ZAMBIA Customs and Excise (Suspension) (Amendment) (No. 6) Regulations, 1969, amend the Schedule to the Customs and Excise (Suspension) Regulations, 1966, with effect from September 1, 1969, to the following extent:

Tariff item	Item	Effective Rate
Ex 331 (2)	By the *deletion* of the item reading as follows: Metal welding electrodes, n.e.e.	Free
Ex 331 (2)	And the substitution therefore of the following: Metal welding electrodes, n.e.e.	20%

Any inquiries relating to this notice should be addressed to Expor Services Branch, Board of Trade, Hillgate House, 35 Old Baile y London, E.C.4 (Tel. 01-248 5757, Ext. 401).

REPUBLIC OF SENEGAL

New labelling regulations for spirits

THE JOURNAL OFFICIEL of the Republic of Senegal dated June 21 published Decree No. 69-659 of June 7, 1969, carrying new labelling regulations for spirituous beverages, as under:

Article I: As from July 1, 1969, alcoholic drinks of a strength of more than 20 degrees intended for sale in Senegalese territory will be offered for consumption (in the Customs sense of the term) only on condition that they are presented in containers marked on the outside with the following information affixed by the manufacturer: 'Vente au Senegal', name and address of the said manufacturer, and identification number of the importer issued by the Ministry of Commerce. The outer packings will also bear the prescribed information.

With regard to alcoholic drinks of a strength of more than 20 degrees consigned to bonded warehouse, the notice 'Vente au Senegal' is prohibited, but the names and address of the manufacturer as well as the identification number of the importer must appear on the container and outer packings.

Article II: Any manufacturer or merchant wishing to introduce into Senegalese territory drinks covered by Article I must obtain the authorization of the Ministry of Finance and guarantee:

(1) To limit the sale of products bearing the mark 'Vente au Senegal' to importers based in Senegal;

(2) To divulge the names of these importers and the brands imported by each of them and, in the event of change, to keep this list up to date;

(3) To indicate yearly, by importer and by product, the quantities delivered, making a distinction between goods marked 'Vente au Senegal' and the others.

Article III: The importers appearing in the lists mentioned in Article II (2) must sign a declaration by the terms of which they undertake to produce for Customs clearance products bearing the inscription 'Vente au Senegal' only in the State of Senegal.

Article IV: Alcoholic drinks of a strength of more than 20 degrees are prohibited from import or entry into bonded warehouse, whichever applies, of which the containers do not conform to the conditions laid down in Article I.

Article V: Without prejudice to the sanctions prescribed by the Customs Code and by Law 63-54 dated July 3, 1963, relating to the liquidation and recovery of indirect taxes, violations of the former Code will be punishable according to the conditions of Article 8 (1) of the Code of Contraventions, and the seized goods will be confiscated.

Further, in any case of contravention of one of the provisions of Articles II and III, the Ministry of Finance will withdraw authorization for a period of from one to five years.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423), where the French text of the new regulations is held.

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GREECE

Official approval for imports of foodstuffs

IT HAS BEEN reported from the Embassy in Athens that the Price Validation Committees of the Greek Chamber of Commerce will no longer accept pro-forma invoices alone for imports of food preparations of all types.

Henceforth, all pro-forma invoices submitted for food preparations will have to be accompanied by written approval from the Greek General State Laboratory.

No further details have yet been received. They will be published as soon as they become available. All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).

MALAGASY REPUBLIC

Global quotas

THE *Journal Officiel* of the Malagasy Republic dated August 23, 1969, published details of the global import quotas for the six months commencing October 1, 1969. These are given below:

List of goods for which quotas are administered by the Department of Economic Affairs, External Trade Service:

Quota No.	Description	Quotas (in French francs)
1	Milk and butter	20,900
5	Sugar and confectionery	20,900
6	Animals on the hoof; fish; crustaceans, molluscs, edible vegetables, plants, roots and tubers; malt; hops; agar-agar and other natural mucilages and thickeners extracted from vegetable materials; fats and oils excepting edible oils; white pepper; tinned fish; miscellaneous edible preparations	826,700
7	Tobacco, raw	500,000
	Tobacco, manufactured	354,200
8	Hydraulic cements	458,400
9	Gypsum; coal, lignite and coke; iron, cast-iron and steel, except kitchenware; non-ferrous metals	3,333,400
10	Petroleum products	17,500,000
11	Pharmaceutical products, colouring matters and insecticides	975,000
12	Plastics materials	41,700
13	Rubber, tyres, inner-tubes, etc.	416,700
14	Inorganic and organic chemical products; fertilizers; tanning extracts except colouring matters; surface-active agents; dental wax; sensitized unexposed film; sensitized exposed film; miscellaneous products of the chemical industry except insecticides	1,343,800
15 and 16	Woven fabrics of cotton, except unbleached, weighing less than 500 grammes per sq. metre; synthetic or artificial fibres (discontinuous)	208,400
18	Hosiery and knitted goods	20,900
19	Domestic ware, tools and cutlery; miscellaneous articles of base metals except storm lanterns	129,200
20	Refrigerating equipment; industrial sewing machines; calculating and similar machines, with parts; other consumer goods from Chapter 84; other consumer goods (electrical apparatus) Chapter 85	1,458,400
21	Non-electrical machinery and mechanical appliances; electrical machinery and mechanical appliances; railway equipment; aircraft and flying equipment; ships, boats and floating structures; optical, measuring, checking, precision instruments, medical and surgical furniture	18,750,000
23	Motor-cycles	104,200
	Cycles, motor-assisted	83,400
	Cycles	25,000
	Spare parts and accessories for vehicles included in Tariff Nos. 87-09 to 87-11 inclusive	79,200
24	Products of animal origin, n.e.s., skins and hides; wood in the rough, roughly squared, sawn; books, newspapers, periodicals, illustrated publications; synthetic or artificial textiles (continuous); cotton yarn and thread; yarn and thread of man-made fibres (discontinuous); jute, raw or processed, but not spun; hat-shapes and bodies; glass and glassware; brushware; paper and paperboard and products therefrom; silk; fishing nets; materials for making paper	3,981,300
	Synthetic or artificial woven fabrics (continuous)	62,500

List of goods for which quotas are administered by the Provincial Departments of Commerce:

A. Allocated thus:	Diego-Suarez	9%	Fianarantsoa	22%
	Majunga	11%	Tamatave,	15%
	Tananorive	32%	Tulear	11%

Quota No.	Description	Quota values (French francs) 100%
1	Dairy produce, butter, cheese, milk	104,200
3	Beer	41,700
4	Ordinary and sparkling wines, liqueur wines; alcohols and liqueurs other than whisky and gin; whisky and gin	560,500
5	Other sugars and confectionery; cocoa and cocoa preparations; preparations of cereals	83,400
6	Eggs and honey, tea, mate and spices; fats and oils excepting ebible oils; preparations of meat, fish, crustaceans; preparations of vegetables, fruits or other parts of plants; miscellaneous food preparations	500,000
15 and 16	Cotton woven fabrics, except unbleached, weighing less than 500 grammes per square metre; synthetic and artificial fibres, discontinuous; blankets	2,062,500
17 and 18	Clothing and accessories, tarpaulins, sails, blinds, tents and camping goods	231,300
24	Silk, synthetic or artificial textiles, continuous; flax and ramie; wool, animal or horse hair	370,900
B. Allocated thus:	Diego-suarez 13% Fianarantsoa 16%; Majunga 13% Tamatave 13%; Tananarive 32% Tulear 13%	
20	Ventilators; domestic refrigation, air-conditioning and heating apparatus; domestic sewing-machines with spares; typewriters, calculating machines, cash registers, duplicating and photo-copying machines and spares; other consumer goods from Chapter 84; domestic electric apparatus; batteries; domestic radio apparatus and spares; other electrical consumer goods of Chapter 85; lenses, spectacles, spectacle frames, binoculars; photographic and cinematographic apparatus; other consumer goods of Chapter 90; watches and clocks; arms and ammunition except those for military use	3,541,700
C. Allocated thus:	Diego-suarez 9% Fianarantsoa 19%; Majunga 10% Tamatave 12%; Tananarive 41% Tulear 9%	
9	Iron, cast iron, steel except kitchenware; non-ferrous metals, except aluminium kitchenware	604,200
11	Colouring matters and insecticides	108,400
12	Plastics materials	83,400
14	Polishing waxes and creams for shoes; metal polishes; modelling clays/pastes; photographic and cinematographic products; albumenoidal substances and glues; explosives and explosive powders, except matches; perfumery products and cosmetics; tanning extracts except colouring matters	208,400
19	Domestic ware, tools and cutlery; miscellaneous articles in common metals	808,400
24	Raw vegetables materials for use in dyeing; vegetable plaiting and carving materials; residues and wastes from food industries, animal fodder; leather goods, etc.; wood and wood articles, except tropical essences; esparto and wickerwork; man-made fibres, continuous, except yarn of man-made fibres put up for retail sale; cotton yarn for retail sale; carpets, tapestries, velours; waddings and felts, etc.; other made-up textile articles except blankets, jute bags, sails, blinds, etc.; footwear; umbrellas; stone articles, etc.; table crockery, domestic ware in porcelain and other ceramic materials; feathers and down; glass and glassware; real pearls; etc.; musical instruments; furniture and beds, except medical-surgical furniture; brushware, artists' brushes, brooms, feather dusters; toys, games, sportsware; miscellaneous goods; other ceramic products except tableware and domestic ware	2,252,100

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

KENYA

Import licensing regulation

LEGAL NOTICE No. 192, published in the Kenya *Official Gazette* Supplement No. 67 of August 29, announces, with effect from August 21 the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 4) Order, 1969, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1968. The First Schedule to the latter Order, published in the *Board of Trade Journal* of December 13, 1968 (pages 1662-1664), and subsequently amended, is now further amended as follows:

First Schedule

SITC Code	Division Number, Group Number, Item, Codes and Items
	Division 04 – Cereals and cereal preparations:
048	Cereal preparations and preparations of flour and starch of fruits and vegetables:
048 4 2 1	Biscuits.

Any inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1, 7-11 Linenhall St., Belfast 1; or through any bookseller.

SEYCHELLES

Tariff amendments

THE BOARD OF TRADE has received a copy of the Seychelles Customs Tariff (Amendment) Regulations, 1969, which gives a revised list of import duties and items. The effect of this notice is to amend the Customs Tariff (Amendment) (No. 2) Regulations, 1968, published in the *Board of Trade Journal* of April 5, 1968, pages 1126 to 1130, as follows:

Rates of import duty (Schedule A of the Customs Tariff Ordinance)

The Ordinance is amended by deleting the following items:

No. 16 Clocks, watches and parts therefor.
No. 28 Gramophone records.
No. 44 Photographic instruments and accessories, including projectors.

The following new items should be added:

Description of goods	Rates of duty	
	General	Preferential
No. 16 Sanitary ware	16⅔%	Free
No. 44 Water heaters	15%	Free

Exemptions from import duty (Schedule B of the Tariff Ordinance)

The following items are additions to Schedule B of the Ordinance:

No. 52 Clocks, watches and parts therefor.
No. 53 Gramophone records.
No. 44 Photographic instruments and accessories, camera films and projectors.
No. 55 Binoculars and telescopes.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

CEYLON

Import licensing of drugs

CEYLON Import Control Notice No. 13/69 contains an additional list of proprietary drugs, diagnostic re-agents in clinical practice, and non-proprietary preparations which may be imported on licences issued under Quota Item No. D 1, and under the terms given in Import Control Notice No. 25/64 published in the *Board of Trade Journal* dated January 15, 1965, page 136.

The list of drugs may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

MALAYSIA

Import control

THE MALAYSIAN *Government Gazette* dated August 28, 1969, publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 14) Order, 1969, which amends the First Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by the addition of the following:

Heading No.	Description of goods	Country
73.32 100	Bolts and nuts	All countries

This means that the goods described in the second column and originating from any country are subject to special licensing when imported into any part of the Federation.

Any inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Room E47, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/472/473).

Territorial waters

THE MALAYSIAN GOVERNMENT GAZETTE dated August 9, 1969, published the Emergency (Essential Powers) Ordinance, No. 7, 1969.

Under this Order, made on August 2, 1969, it is declared that the breadth of the territorial waters of Malaysia shall be 12 nautical miles and such breadth shall be measured in accordance with Articles 3, 4, 6, 7, 8 9,, 10, 11, 12 and 13 of the Geneva Convention on the Territorial Sea and the Contiguous Zone (1958).

AUSTRALIA

Dumping of sorbitol aqueous solutions

A NOTICE was published in the *Board of Trade Journal* on October 25, 1968 to the effect that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on sorbitol aqueous solutions (tariff item 29.04.9).

The inquiry has now been completed and, as a result, dumping has been confirmed.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference number CRE 1888/68.

Dumping of dimethyl silicone fluids

A NOTICE was published in the *Board of Trade Journal* on July 5, 1968 to the effect that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on dimethyl silicone fluids (tariff item 39.01.14).

The inquiry has now been completed and, as a result, dumping has been confirmed.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2319), quoting reference number CRE 1166/67.

NEW ZEALAND

Emergency Protection Authority inquiry

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods:

Ornaments of artificial plastic materials on declaration for use in the manufacture of footwear (tariff item 39.07.99).
Tapping attachments (tariff item 84.48.09).

Details of the tariff items, under which the above-mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
39.07.99	..	32½%	50%	60%
84.48.09	..	Free	20%	25%

The Emergency Protection Authority is required to report to the Minister by October 6, 1969.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting references CRE 776/69 and CRE 812/69 respectively.

NZ-Australia free trade agreement: elimination of margins of preference

THE NEW ZEALAND Tariff and Development Board has announced that the public inquiry into Rubber Bands (Ex Tariff Item 40.14.01) will not be held. The notice of this pending inquiry was in the *Board of Trade Journal* of August 6, 1969, page 409.

Any inquiry about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 26547/G.

(New Zealand continued on next page)

NEW ZEALAND, *continued*

Customs tariff inquiry: pine oil and terpineol

FOLLOWING receipt by the New Zealand Minister of Customs of a report from the Emergency Protection Authority the Government has accepted the recommendation of the Authority that urgent action is necessary in relation to the importation of the goods enumerated in the Schedule to this notice and has taken the temporary measures described in the Schedule pending inquiry and report by the Board.

In accordance with the provisions of the Tariff and Development Board Act 1961, the Minister of Customs has referred to the Board, for inquiry and report, the question whether any new or increased duty is necessary in respect of pine oils classified in Tariff item 38.07.09 and terpineol classified in Tariff item 29.05.09. The Minister has also asked the Board to consider the question of exempting pine oils from import licensing.

The public inquiry will take place in Wellington on Monday, December 1, 1969, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than Monday, November 10, 1969. 'Notes for the Guidance of Witnesses,' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E.54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 767/69.

Schedule

Tariff Item	Goods	Rates of Duty		
		British Preferential	Most Favoured Nation	General
38.07.09	Pine oil (excluding 'pine oils' not rich in terpineol)	Free	Free	Free
Ex 29.05.09	Terpineol	Free	20%	25%

Temporary measures taken:

(i) *Pine Oils.* Temporary duty of 40 per cent imposed on all imports of pine oils classified in Tariff item 38.07.09, with the exception of pine oils of Australian origin which remain free of duty.

(ii) *Terpineol.* Further sub-division of Tariff Heading 29.05 to make separate provision for terpineol under Tariff item 29.05.03, with a temporary duty, additional to those already in force, equal to two-thirds of the amount by which the f.o.b. value of the goods is less than 30 cents per lb. Terpineol of Australian origin remains free of duty.

Terms of reference to the Board:

To inquire into and report upon whether any new or increased duties are necessary in respect of these goods, and to consider the question of exempting pine oils from import licensing.

Customs tariff inquiry: expanded metal

FOLLOWING receipt by the New Zealand Minister of Customs of a report from the Emergency Protection Authority the Government has accepted the recommendation of the Authority that urgent action is necessary in relation to the importation of the goods enumerated in the Schedule to this notice and has taken the temporary measures described in the Schedule pending inquiry and report by the Board.

In accordance with the provisions of the Tariff and Development Board Act the Minister of Customs has referred to the Board, for inquiry and report, the question of whether any new or increased duties are necessary in respect of these goods.

The public inquiry will take place in Wellington on Wednesday, November 26, 1969 at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than Wednesday, November 5, 1969. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E.54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 737/69.

Schedule

Expanded metal classified in Tariff items 73.28.00, 74.12.00 and 76.14.00 which read as follows:

Tariff Item	Goods	Rates of Duty		
		British Preferential	Most Favoured Nation	General
73.28.00*	Expanded metal, of iron or steel	Free	10%	12½%
74.12.00	Expanded metal, of copper	Free	10%	12½%
76.14.00	Expanded metal, of aluminium	Free	10%	12½%

*Tariff item 73.28.00 is included in Schedule A to the New Zealand-Australia Free Trade Agreement.

Temporary measures taken:

Tariff items 73.28.00, 74.12.00 and 76.14.00 have been subdivided and determinations under the new items made as follows:

Number	Description	Rates of Duty		
		British Preferential	Most Favoured Nation	General
73.28	Expanded metal, of iron or steel:			
73.28.01	As may be determined by the Minister	30%* Aul. Free	40%*	42½%*
73.28.09	Other	Free	10%	12½%
	*Or such lower rate of duty as the Minister may in any case direct.			
Determinations				
73.28.01	Expanded metal, 14 to 24 gauge (S.W.G.), ⅛ in. to ½ in. S.W.M., of plain, galvanized or stainless iron or steel, including flattened mesh	30% Aul. Free	40%	42½%
	Plaster reinforcements, viz.: ribbed lath, corner bead, casing bead, plaster stop or similar products essentially of expanded metal for reinforcing plaster.			
74.12	Expanded metal of copper:			
74.12.01	As may be determined by the Minister	30%*	40%*	42½%*
74.12.09	Other	Free	10%	12½%
	*Or such lower rate of duty as the Minister may in any case direct.			
Determination				
74.12.01	Expanded metal, 14 to 24 gauge (S.W.G.), ⅛ in. to ½ in. S.W.M., including flattened mesh	30%	40%	42½%
76.14	Expanded metal, of aluminium:			
76.14.01	As may be determined by the Minister	30%*	40%*	42½%*
76.14.09	Other	Free	10%	12½%
	*Or such lower rate of duty as the Minister may in any case direct.			
Determination				
76.14.01	Expanded metal, 14 to 24 gauge (S.W.G.), ⅛ in. to ½ in. S.W.M., other than anodized, but including flattened mesh.	30%	40%	42½%

Terms of reference to the Board:

To inquire into and report on whether any new or increased duties are necessary in respect of expanded metal of iron or steel, copper, and aluminium.

Customs tariff inquiry: electrical power transformers

THE MINISTER of Customs, in New Zealand, has referred to the New Zealand Tariff and Development Board, for inquiry and report, the question of import duties and import licensing affecting electrical power transformers having a rated input voltage exceeding 240 volts (Tariff Items 85.01.11 and 85.01.12). The goods in question are classified in the tariff items shown below:

		Rates of duty		
		British Preferential	Most Favoured Nation	General
85.01.11		15%*	35%*	40%*
85.01.12		Free	20%	25%

*Or such lower rate of duty as the Minister may in any case direct.

The public inquiry will take place in Wellington on Tuesday, February 10, 1970 at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than Tuesday, January 20, 1970. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 1805/69.

Customs tariff inquiry: moulding boxes and moulds

FOLLOWING THE RECEIPT by the Minister of Customs, in New Zealand, of a report from the New Zealand Emergency Protection Authority, the Ministry of Industries and Commerce has referred to the New Zealand Tariff and Development Board, for inquiry and report, the question of what form of permanent protection, if any, is necessary in respect of moulding boxes and moulds.

The goods in question are classified in the tariff items shown below:

Tariff item	Description	Rates of duty		
		British Preferential	Most Favoured Nation	General
84.60	Moulding boxes for metal foundry; moulds of a type used for metal (other than ingot moulds) for metallic carbides, for glass, for mineral materials (for example, ceramic pastes, concrete or cement) or for rubber or artificial plastic materials:			
84.60.01	As may be determined by the Minister	25%* Aul Free Can. 35%*	..	60%*
84.60.09	Other	Free	20%	25%

*Or such lower rate of duty as the Minister may in any case direct.

Pending this inquiry and report the proposed exemption from import licensing has been deferred until the Board has examined the matter. In the meantime the goods continue in the present 'C' category for import licensing purposes.

The public inquiry will take place in Wellington on Wednesday, December 3, 1969 at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than Wednesday, November 12, 1969. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E.54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 758/69.

Customs tariff inquiry: vacuum pumps

FOLLOWING the request by the Minister of Overseas Trade in New Zealand to the New Zealand Tariff and Development Board, an inquiry into and report on the question whether vacuum pumps, other kinds (Ex Tariff Item 84.11.09), should be added to Schedule A of the New Zealand-Australia Free Trade Agreement will be held.

The goods in question are classified in the tariff item shown below:

		Rates of Duty		
		British Preferential	Most Favoured Nation	General
84.11.09	Vacuum pumps (Other kinds)	25% Aul. \ 35% Can. /	—	60%

The public inquiry will take place in Wellington on Tuesday, November 25, 1969, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than Tuesday, November 4, 1969. 'Notes for the Guidance of Witnesses,' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E.54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 1812/69.

Tariff and Development Board report

COPIES OF the following New Zealand Tariff and Development Board report have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) reference CRE 810/69.

Tariff item	Description
56.05.19	Yarn of discontinuous acrylic (including modacrylic) fibres, weighing not more than 150 grammes per 9,000 metres (150 denier).

VENEZUELA

Customs tariff amendment

WITH REFERENCE to the notice on page 707 of the *Board of Trade Journal* dated September 10, 1969, the description of Tariff Number 655-09-06-16 should be amended as follows:

Cotton textile fibres agglutinated with cellulose in plain forms, sponge like, presented in rolls and not cut to size.

JAMAICA

Export Industry Encouragement Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared approved products for the purposes of the Export Industry Encouragement Law 1956:

Non-ferrous castings;

Furniture, excluding knocked-down furniture.

Approved manufacturers of these products will enjoy income tax relief, duty free imports of building material, plant, machinery, raw materials, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Windhetter Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1969, page 865) has been further amended by the deletion of item 165 (Mirrors) and the substitution therefor of the following:

165. Mirrors (excluding rear view mirrors for motor vehicles).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

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PERU

Amendments to the customs tariff

SUPREME RESOLUTION No. 073-69 IC/DGC, published in the Peruvian *Official Gazette* of August 6, 1969, and effective on August 7, modifies the Customs Tariff by introducing the following new tariff heading:

Tariff No.	Description	Specific duty (Soles per gross kilo)	Duty *Ad val.*
37.05.0.03	Plates and films, exposed and developed, negative and positive, exclusively for use in photomechanically engraving textile printing cylinders	20	30%

Supreme Resolution No. 066-69 IC/DGC, published in the *Official Gazette* of July 23, 1969, and effective 30 days thereafter, increased the specific duty in respect of tariff item No. 28.38 1.11 (sulphates and double sulphates (excluding alums) of lead) from two soles per kilo gross to 25 soles per kilo gross.

CHILE

Customs schedule amendments (1)

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

Tarifi item	Details	Specific duty Gold pesos	Duty *Ad val.*
02.02	Dead poultry (fowls, ducks, geese, turkeys and guinea fowls) and edible offals thereof (except liver), fresh, chilled or frozen	KG 1·70	50%
04.04	Cheese and curd	KG 6·00	70%
06.01	*Insert* new sub-headings:		
06.01.01	Bulbs, tubers, corms, etc., registered and certificated	KG Free	60%
06.01.99	Other	KG Free	100%
06.02	Other live plants, including trees, shrubs, bushes, roots, cuttings and slips	KG Free	100%
09.04.01.01	Whole peppers	KG Free	150%
09.05	Vanilla	KG Free	145%
09.06	Cinnamon and cinnamon-tree flowers	KG Free	145%
09.07	Cloves (whole fruit, cloves and stems)	KG Free	145%
09.08	Nutmeg, mace and cardamons	KG Free	150%
09.09	Seeds of anise, badian, fennel, coriander, cumin, caraway and juniper	KG Free	100%
10.06.09	Rice, other than for sowing	KG Free	100%
11.02.03	Germ of cereals	KG Free	100%
12.01.02	Copra	KG Free	100%
12.03.99	Other seeds, fruit and spores for sowing	KG Free	100%
29.19	*Insert* new sub-heading:		
29.19.97	Pesticides	KG 0·85	10%
30.04	*Insert* new sub-heading:		
30.04.04	Sterilized adhesive tapes of interlaced nylon	KL Free	55%
37.02.99.01	8 mm. films, in rolls, sensitized, unexposed, perforated or not	KG Free	150%
37.03.03	Photographic paper	KG Free	110%
37.08	Chemical products and flashlight materials, of a kind and in a form suitable for use in photography	KG Free	150%
48.07.01	*Insert* new sub-heading:		
48.07.01.01	Parchment not less than 16 cms. nor more than 30 cms. in width for spinning machines	KG 2·00	60%
51.01.01	*Insert* new sub-heading:		
51.01.01.02	Polyurethane yarn not put up for retail sale	KL Free	100%
57.04	*Insert* new sub-heading:		
57.04.03	Pita	KG Free	400%
59.10	Linoleum and materials prepared on a textile base in a similar manner to linoleum, or not cut to shape or of a kind used as floor coverings; floor coverings consisting of a coating applied on a textile base, cut to shape or not	KG Free	200%
74.03.02.04	Copper wire of solid section, of 2·7 mm. to 5 mm. in diameter	KG Free	70%
76.04	Aluminium foil (whether or not embossed, cut to shape, perforated, coated, printed or backed with paper or other reinforcing material), of a thickness (excluding any backing) not exceeding 0·20 mm.	KG Free	170%
84.14.01	*Insert* new sub-heading:		
84.14.01.02	Refuse incinerators	KG Free	150%
84.22.99	*Insert* new sub-headfng:		
84.22.99.05	Lifts with cabs and/or doors	KG Free	170%
84.35.01	*Insert* new sub-headings:		
84.35.01.01	Offset printing machines	KG Free	150%
84.35.01.99	Other printing machines	KG Free	65%
84.49.99.99	Other tools for working in the hand	KG Free	100%
89.01.99.99	Other ships and boats	Each Free	300%
90.09.01	*Insert* new sub-headings:		
90.09.01.01	Image projectors for micro films	KG Free	120%
90.09.01.99	Other image projectors	KG Free	250%
90.09.02	*Insert* new sub-headings:		
90.09.02.01	Photographic enlargers and reducers, weighing more than 100 kilos net per unit	KL Free	90%
90.09.02.02	Other photographic enlargers and reducers	KL 3·00	390%
90.10.03	Projection screens	KG Free	250%
90.10.99	*Insert* new sub-headings:		
90.10.99.01	Apparatus and equipment of a kind used in photographic or cinematographic laboratories, weighing more than 100 kilos per unit	KL Free	90%
90.10.99.02	Other	KL 3·00	150%

Customs schedule amendments (2)

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

Tariff item	Details	Specific duty	Duty *Ad val.*
08.01.99.01	Dessicated coconut	Free	150%
14.01.01	*Delete* this item.		
14.01.99	*Delete* this item.		
14.01	Vegetable materials of a kind used primarily for plaiting (e.g. cereal straw, cleaned, bleached or dyed, osier, reeds, rushes, rattans, bamboos, raffia and lime bark)	KG Free	150%
25.32	*Insert* new sub-heading:		
25.32.02	Calcite	KG Free	50%
70.04.99	Other unworked cast or rolled glass	KG Free	250%
70.06.99	Other cast, rolled or drawn glass, surface ground or polished	KG Free	250%
70.19.99	Other glass beads, imitation pearls, etc.	KG Free	200%
84.54	*Insert* new sub-heading:		
84.54.03	Pencil sharpeners	KG Free	150%
85.06.01	*Insert* new sub-headings:		
85.06.01.01	Electro-mechanical domestic appliances, with self-contained electric motor of 1 h.p. or more	KG Free	200%
85.06.01.99	Other	KG Free	260%
85.10.99	Other portable electric battery and magneto lamps	KG Free	200%
85.15.02 } 85.15.99 }	Television apparatus, equipment, spare parts and accessories, solely for use by established television stations	Free	Free

Customs schedule amendments (3)

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

Tariff Item	Details	Specific duty	*Ad. val. duty*
28.06.01	Hydrochloric acid	Gold pesos KG Free	55%
68.13.05	*Insert* new sub-headings:		
68.13.05.01	Protective clothing made with a basis of asbestos	KG 3·00	85%
68.13.05.99	Other protective articles for works of asbestos	KG 3·00	45%
92.11.03.01	Amend description to: Record players with a turntable diameter of 29 cms or more	KL Free	200%

BRAZIL

Changes in customs tariff and import duties

BRAZILIAN RESOLUTION 689 introduced the following tariff amendment:

Tariff No.	Description	Rate of duty *Ad val.* c.i.f.
30.03.044	Medicaments:	
01	Specific medicaments for the treatment of 'neoplasia,' approved by the Ministry of Health	Free
02	Medicaments with a basis of desferroexamine B and its salts and derivatives for use in the treatment of siderosis	Free
03	Medicaments with a basis of streptoquinase or purified streptodernase	10%
99	Medicaments with a basis of any other organic or inorganic compound	70%

The Resolution came into effect from August 11, 1969.

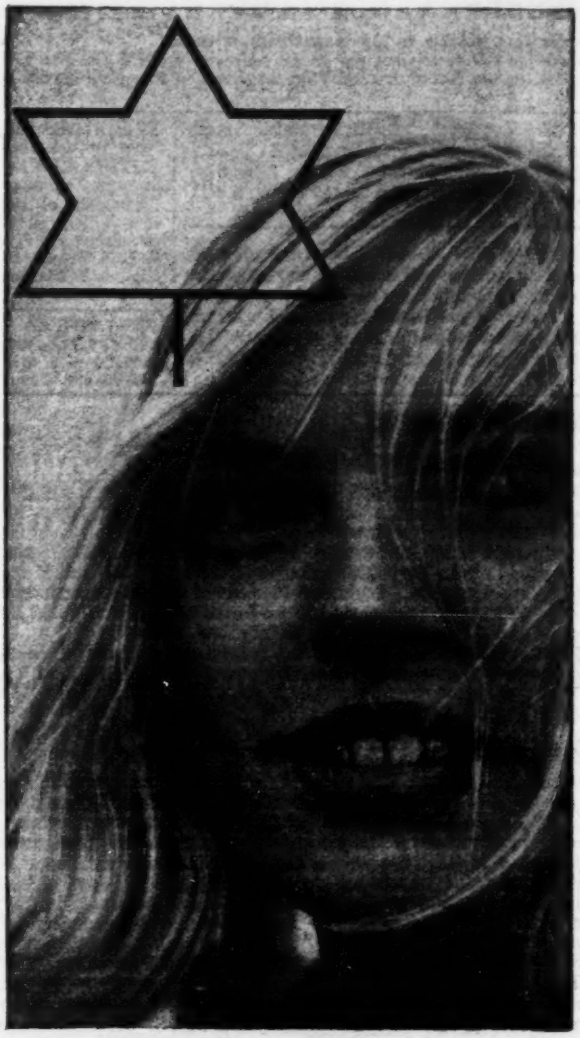
Resolution 700, published on August 5, 1969, reduced the amount of Brazilian lead which must be purchased before lead may be imported at the reduced duty of 15 per cent *ad valorem* from 400 per cent to 300 per cent of imports. (The general rate of duty is 30 per cent *ad valorem* c.i.f.)

Resolution 708 increased the duty on self-propelled loaders falling under Tariff No. 84.34.010 to 30 per cent *ad valorem*, c.i.f.

Import regulations

BRAZILIAN Central Bank Resolution No. 121 modifies the regulations for cases in which forward exchange contracts must be arranged before application is made for an import certificate. In future this system will apply in respect of goods carrying a tariff of more than 105 per cent *ad valorem* c.i.f., also to passengers cars (including sports cars) and utility and station wagon vehicles.

A Saskatchewan Girl — photo by the National Film Board of Canada



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UNITED STATES

Tariff Commission investigation

THE UNITED STATES Tariff Commission has instituted an investigation of the economic factors affecting the use of items 806.30 and 807.00 of the tariff which relate to articles of United States manufacture which are assembled or processed abroad. A hearing will be held at the Tariff Commission Building, Eighth and E Streets NW, Washington DC, beginning November 18, 1969 and interested parties desiring to appear and to be heard should notify the Secretary of the Commission on or before November 7.

Further details may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365). (Ref. FR 4.9.69.)

Tariff classification: boiled wool

THE UNITED STATES BUREAU of Customs has announced changes in the existing practice of classifying wool referred to as digested or boiled wool which is obtained from raw sheepskin or sheepskin pieces. In some cases the ruling will result in the assessment of duties at a higher rate to be applied to merchandise entered or withdrawn from warehouse for consumption 90 days after the date of publication in the weekly Customs Bulletin. The Bureau has also announced proposals for additional information to be given on or with invoices of certain boiled wool and have invited comments to be received not later than September 28, 1969.

The Bureau of Customs has announced a proposal to change the tariff clarification of thymol in which the benzenoid structure is artificially produced by synthesis from TSUS 437.72 at a rate of duty of 9.5 per cent *ad valorem* to TSUS 407.85 at 2.8 cents per lb. plus 20 per cent *ad valorem*. The Bureau will consider written comments relating to the correct tariff classification of this merchandise received not later than September 28, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365). (Ref. FR 28.8.69).

Hazardous substances labelling requirments

THE UNITED STATES Commissioner of Food and Drugs has announced a proposal under the Hazardous Substances Regulations to provide for adequate labelling of certain products which require the signal word 'Danger or Poison'. The proposal relates to placement of emergency instructions and precautions on the same labelling panel as the signal word.

Interested persons may file written comments with the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue, S.W. Washington, DC 20201, by October 6, 1969.

Further details may be obtained from Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365 (Ref. FR 6.9.69).

CANADA

Changes in customs tariff

THE CANADIAN GOVERNMENT have issued Order in Council PC 1969-1659 dated August 27, 1969, making certain changes and extensions in the Canadian customs tariff.

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
		Per cent	Per cent	Per cent
19731-1	Acid- or alkali-free super- or machine-calendered kraft tissue, not exceeding 0·01 inch in thickness, gummed or not, for use in the manufacture of capacitors (Expires June 30, 1970)	Free	Free	25
32669-1	Reflectors and refractors of glass designed for use with lighting fixtures, not further manufactured than moulded, when of a class or kind not made in Canada and imported to be silvered, aluminized, acid-etched or combined with a spun aluminium cover in Canada (Expires January 31, 1970)	Free	Free	10
43869-1	Solid polyurethane moulding compositions, processable as thermoplastics, for use in the manufacture of parts for snowmobiles (Expires June 30, 1970)	Free	Free	25
43872-1	Bellows, wholly or in part of rubber, for use in the manufacture of air suspension systems for trucks, trailers, and rubber tyred loaders, excavators or cranes (Expires June 30, 1970)	Free	Free	27½
44547-1	Parts for use in the manufacture of photoconductive and photovoltaic cells (Expires June 30, 1970)	Free	Free	25
44564-1	Ceramic or silicon carbide shapes, whether or not coated with metal, for use as non-linear resistor blocks in the manufacture of lightning arresters (Expires October 31, 1969)	Free	7½	30
44720-1	Articles and materials for use exclusively in the manufacture or filling of rolls to be used in calendering, super-calendering or embossing paper or textiles (Expires June 30, 1970)	Free	Free	20
	Wholly fabrics, wholly of cotton:			
52209-1	With uncut pile, not bleached, mercerized nor coloured, for use in the manufacture of corduroy (Expires June 30, 1970)	Free	Free	30
56135-1	Yarns, wholly of man-made fibres or filaments, 120 or 125 denier, for use in the manufacture of velvets and, per pound (Expires June 30, 1970)	Free	Free	35 20 cts.
92828-4	Mercuric oxide for use in the manufacture of dry-cell primary batteries (Expires June 30, 1970)	Free	Free	25
92919-2	Tri-dibromopropyl phosphate for use in in the manufacture of viscose fibres (Expires June 30, 1970)	Free	Free	25
93819-13	Corn cob residue from the manufacture of furfural, containing not more than 2% of a dampening agent, for use as a glue extender in the manufacture of plywood (Expires June 30, 1970)	Free	Free	25
93903-83	Cellulose plastics plates or sheets for use in the manufacture of spectacle and eyeglass frames (Expires October 31, 1970)	Free	Free	20

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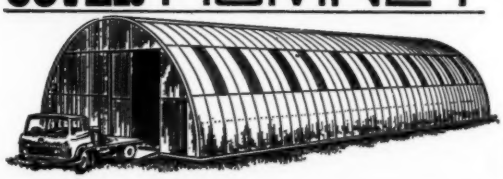

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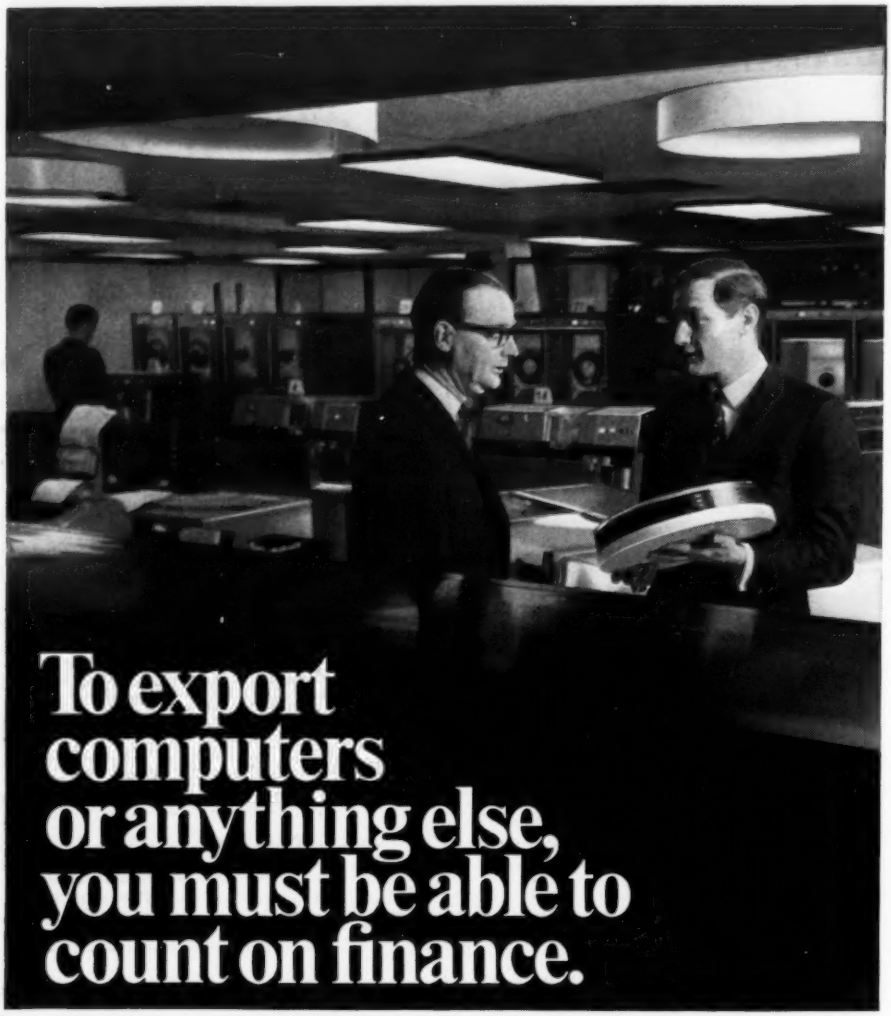

To export computers or anything else, you must be able to count on finance.

Which is where ECGD is helping this major computer group. In a tower block overlooking the Thames, we talked export finance to financing officer Neville H, (above left).

Interviewer: You first had an ECGD policy in 1966. Was finance the main motive?

Neville H: One of them. It means we get three to five year finance from the banks and institutions at 5½% where we use the ECGD specific bank guarantee. This is a valuable addition to our medium-term borrowing. The other motive was security, of course. We felt at that point we needed insurance against default and so on because of the risks of trading internationally. We were getting a lot of enquiries from new markets at that time, and the transfer risk also began to matter.

How large is your international trade?

Neville H: Last year our overseas revenue was £26 million. To compete, we must give credit in one form or another. This means we need a lot of finance.

Your ECGD bank guarantee reduces the cost of this?

Neville H: Perhaps even more important is that the guarantee means finance is *available*. This availability problem is felt by all companies in squeeze periods – even for exports. Medium-term finance is the most difficult money to get in this country at a reasonable rate. Which brings us back to your cost point. Through the guarantee we've been able to keep the rate at 5½%, so the cost of financing is less – and in turn we can offer advantageous terms overseas.

That's three to five year finance on specific sales. What about the newer ECGD facility – the comprehensive bank guarantee for up to two years?

Neville H: Useful, too, because through it we can finance shorter-term sales at Bank Rate. But the specific guarantee is more important to us.

Do you plan to increase exports and if so, how?

Neville H: We plan to double them in five years. Our overseas marketing policy is *selectivity*. We select certain markets, and put the necessary money behind our people there. We've done this in France, South Africa, and Australia and now we're doing the same in Sweden.

Is the policy working?

Neville H: We're already the largest computer manufacturer outside the U.S. Product-wise, we're streets ahead in some areas – especially software. We shall export more this year. Provided we go on getting the finance we need.

Your company can finance export credit-giving more easily and more cheaply with an ECGD policy. Policies issued by this Government Department offer two kinds of advantage: insurance for exporters against loss through default, insolvency, transfer and other risks; and facilities for raising export finance from banks at favourable rates. For details of ECGD insurance and guarantees to lending banks contact your local ECGD Manager.

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